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SINGLE COPIES 9d.

No. 2625.

MAY 31, 1930

Vol. CXII.

# 'TORCH' BRAND



## 'Torch' Brand Glucose Barley Sugar

is the easiest and most pleasant way of administering Glucose to children and has been issued to meet the growing demand for Barley Sugar containing a high percentage of Glucose which in this product is about 50%  
Issued in Sticks and Drops

On the P.A.T.A.  
Wholesale 10/- doz.  
Retail 1/3 each

## Pure Dextrose Medicinal Glucose No. 1

For Intravenous Injections, Oral  
and Rectal administrations

On the P.A.T.A.

Wholesale	Retail
$\frac{1}{4}$ lb. 12/- doz.	1/6 each
$\frac{1}{2}$ lb. 20/- "	2 6 "
1 lb. 36/- "	4 6 "

## Powdered Glucose No. 2

For Oral and Rectal  
administrations

On the P.A.T.A.

Wholesale	Retail
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1 lb. 16/- "	2/6 "

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present Glucose in a convenient form. Each tablet contains approximately 95% of pure glucose and is suitably flavoured and acidulated, making a lozenge which is also a thirst quencher acceptable to invalids and children.

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'Torch' Brand Products are  
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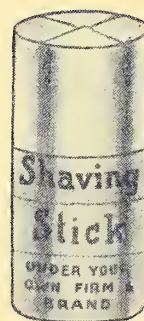
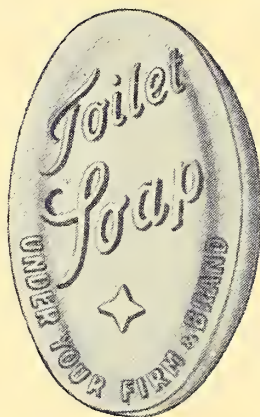
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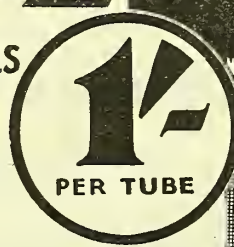
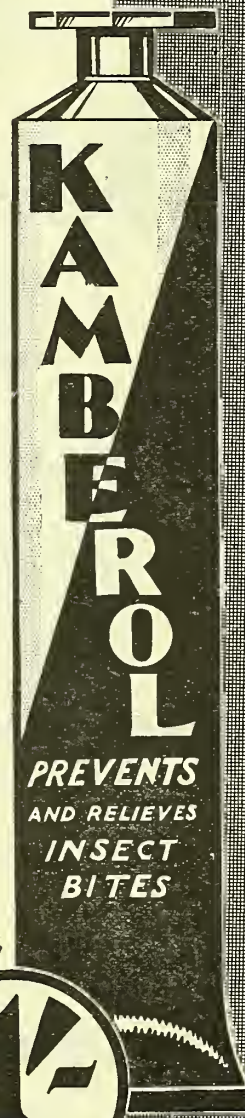
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## Important Evidence by a Leading Professional Journal.

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THE NURSING MIRROR AND MIDWIVES' JOURNAL

APRIL 19, 1930.

### The Nurses' Materia Medica.

A GUARANTEED GUIDE.

By Our Analytical Experts

#### No. 16.—ROBOLEINE.

HAVING heard a good deal of the virtues of Roboleine as a good "body-builder" in cases of malnutrition, we selected a sample of this food for analysis by our experts this week, as we desired to know whether it was really as good as it was reported to be. The result has proved that its makers, Oppenheimer, Son and Co., Ltd., are justified in claiming that it contains all the vitamins at present known to medical science, and that it is an excellent digestive food. The sample analysed was found to contain the following:—

	Per cent.
Moisture .....	23.28
Fatty matter .....	4.04
Mineral matter .....	1.72
Phosphate as P <sub>2</sub> O <sub>5</sub> .....	0.78
Nitrogen .....	0.06
Equal to protein. (Factor 6.38) .....	0.38

Maltose .....

Per cent. 52.00

Lecithins and citrals were also present.

Roboleine is no new product. It has been in use for fully a generation, and proved itself valuable over and over again in cases of debility, loss of weight, malnutrition, sleeplessness, and especially so in tuberculous conditions. Nursing mothers have found both the quantity and quality of their milk improved by taking it, and for artificially fed babies it makes a useful adjunct in the diet. Full directions as to dosage are issued with each bottle, and nurses may feel quite safe in taking it themselves when feeling a little run-down, or in recommending a course of it to the convalescent patient just leaving the care. After influenza, typhoid fever, or any wasting condition, Roboleine should be taken regularly for three or four weeks while strength is returning.

The extract given shows the result of an independent analysis on a sample of **ROBOLEINE** purchased in the open market and made by the expert analysts advising a leading professional journal. The report shows that **ROBOLEINE** contains all the vitamins, and it confirms all the claims made for **ROBOLEINE** by the manufacturers, both as a body-builder and an anti-infective.

The Food that  
builds the Body.

# ROBOLEINE

The Food that  
builds the Body.

A Product of

## OPPENHEIMER SON & Co., Ltd.

HANDFORTH LABORATORIES

CLAPHAM ROAD, LONDON, S.W.9



# Euthymol

## TOOTH PASTE

*Undoubtedly  
the best seller  
amongst quality  
tooth pastes*



That is the report we receive from chemists in all parts of the country.

Is it your experience?

If not, you are possibly missing much good business. Secure this by offering Euthymol Tooth Paste to customers who ask simply for "a tube of tooth paste." Every sale so made will bring you profit, credit, and *repeat orders*.

Euthymol is pharmaceutically perfect—our unique experience in tooth-paste manufacture makes it so—and users, new and old, thoroughly appreciate its quality.

Euthymol is already half sold before you start to recommend it. A window display, a counter display, and your influence on customers will complete many new sales—an easy way to make good profits.

Buy on special terms—it pays *well*.

PARKE, DAVIS & CO.,  
50, Beak Street, London, W.1.

CHANGE IN  
SELLING & DISTRIBUTING  
ARRANGEMENTS

FOR

**Williams**  
SHAVING PREPARATIONS

The J. B. Williams Company wish to announce that they have terminated their arrangements with Messrs. J. C. Eno Ltd., and after 31st May the Sales and Distribution of their entire line of preparations will be in the hands of

**W. H. THOMAS**  
**50 UNION STREET**  
**LONDON S.E.1**

*to whom all future orders should be addressed.*

THE J. B. WILLIAMS COMPANY



To make MORE money  
display

**Moorland**  
BRAND  
**Indigestion**  
**Tablets**

*The forceful*  
**NATIONAL**  
**ADVERTISING SCHEME**

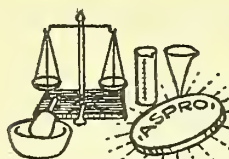
is now running and convincing  
more and more people that these  
tablets are the best of their kind

**MAKE A DISPLAY TO-DAY AND SECURE**  
**YOUR SHARE OF THIS BIG BUSINESS**

*Sales-compelling showmatter with all orders*

W. B. CARTWRIGHT LTD. RAWDON LEEDS





# The 'ASPRO' Review

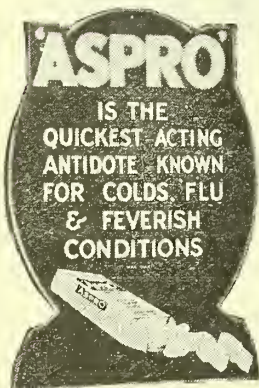


17% Extra Profits.

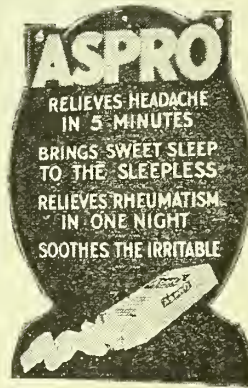
"British to the Core"

New Series Display Features.

Send **COUPON** below for this New  
**'ASPRO' Window Display**



Printed in ten  
colours



By featuring 'ASPRO' Displays in your window you link up your store to the largest Medicine Publicity Campaign in the World

Following the success of our recent Man-Nurse and Child Display for Chemists and the many letters of appreciation received we have pleasure in announcing a new 3-piece series now ready for distribution. These productions combine suggestion and reasons why customers should enter your store to purchase 'ASPRO.' The sooner you co-operate by featuring 'ASPRO' Displays—the greater is your opportunity of benefiting by the consumer demand created by our huge advertising campaign. Be first in the field by showing this new 3-Piece Display. Simply fill in name and address and post to Gollin & Co. Pty., Ltd., "Aspro" Dept., Slough, Bucks. The displays will be despatched to you promptly.

## 17% Extra through buying 'ASPRO' on Bonus Terms.

The 'ASPRO' bonus on unstamped 'ASPRO' is as follows:— On a one gross order for 10's the bonus is one dozen packets; on half-gross order, ½ dozen packets. Half-gross 10's is the minimum order accepted for Bonus purposes. On a 1 gross order for 27's the bonus is 2 dozen packets, and on a half-gross order 1 dozen packets, and on a quarter-gross order ½ dozen packets. A quarter-gross order is the minimum quantity. There is no bonus on 5's or 60's.

The conditions are that the Chemist who buys on these terms undertakes to display 'ASPRO' Advertising matter in his shop window for 14 days, and sell at advertised prices. As 'ASPRO' is so extensively

advertised, this action will not only bring customers into the Chemist's shop to purchase 'ASPRO,' but should enable the Chemist's staff to make other sales to these customers. Acceptance of Bonuses is considered acceptance of conditions regarding display and selling prices. For Bonuses it is not necessary to buy both sizes at the same time, i.e., single lots 6 dozen 10's or 3 dozen 27's will qualify the Chemist.

You order as follows:—We do not sell direct to the Chemist. All our business goes through Wholesalers. Orders may be sent either to your Wholesaler or direct to us. If to us, state the name of your Wholesaler, so that we may forward the order on and the Bonus will be supplied direct by us.

Ordinary prices for unstamped 'ASPRO' are as follows:—

- 3d. size (containing 5 tablets) 2/3 doz.
- 6d. " (containing 10 tablets) 4/6 "
- 1/3 " (containing 27 tablets) 11/6 "
- 2/6 " (containing 60 tablets) 21/- "

Less 2½% 30 days.

NOTE.—The 1/3 size contains two extra tablets. 2/6 size ten extra tablets.

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LIMITED,  
SLOUGH, England.

Agents:

**GOLLIN & CO. PTY. LTD.**

('Aspro' Dept.),

**SLOUGH, BUCKS.**

Phone: Slough 608.

No proprietary right is claimed in the method of manufacture or the formula.

**COUPON for New 3-Piece 'ASPRO' Display.**  
GOLLIN & Co. PTY. LTD. ('Aspro' Dept.), Slough, Bucks.  
Please send me above displays.  
Name \_\_\_\_\_ Address \_\_\_\_\_  
O. & D.



# Maw's Page



Think of all those other shops—the things they sell that should logically be sold by you—the business you have created and they have commandeered—the profits they reap from the pioneer efforts you have sown.

Take a single line—toilet preparations. You will find them in the hairdressers, the fancy dealers, the drapers, the department store, and many other shops. Yet who will gainsay that the pharmacist created the modern toilet preparation business?

Are you content with this situation? Will you encourage it by pushing the toilet preparations which every type of retailer sells? Will you willingly multiply competition and offer a share of your profits to everyone who cares to reach out for it?

Or will you resist the attacks on your business by pushing those toilet preparations which no outside retailer can sell—goods supplied to qualified pharmacists only—goods you can push enthusiastically knowing that the business you are building is your business, that the profits which will accrue from your efforts are your profits?

Put your selling efforts behind "Parex" Toilet Preparations. They are your own proprietary line. They are supplied to no other retailer. They cover every toilet need. Each preparation is of the highest possible quality. The presentation is modern, tasteful and sales compelling. The profit is 100 per cent. on cost.

*Let the Parex Series be a  
feature of your pharmacy*

S. Maw, Son & Sons, Ltd.,  
Aldersgate St. London,  
and Barnet.



TRADE

MARK



# OIL of LEMON

## SOLUBLE OIL of LEMON

### TERPENELESS OIL of LEMON

### SESQUITERPENELESS OIL of LEMON

The high standard of **QUALITY** invariably maintained by each of these Lemon products is such as to ensure true **ECONOMY** in use—as well as the maximum of effectiveness for its individual purpose. *Therefore, if it's Lemon, ask*

**WHITE, TOMKINS & COURAGE, LTD.**  
**REIGATE** Surrey

## Profit by the line that solves a problem of your customers



Perfumed BATH AMMONIA is the line that many chemists are finding an unrivalled winner of personal goodwill for themselves. Everywhere chemists' customers are keen to find a satisfactory water-softener and refreshing addition for baths, and here it is in the ideal form for the progressive chemist.

### Repeats certain—Terms right

The economy of our Perfumed BATH AMMONIA, its fragrance and its delightful water-softening effect, are factors that always bring repeat orders once it is tried by the public. The terms enable chemists to handle it with complete satisfaction: 9/6 per doz. carriage paid on 3 doz.; 6 doz. 9/3; 12 doz. 9/- per doz.

*Attractive Showcards supplied with every consignment.*

Send your order or write for further details now.

**THORNTON & ROSS LTD.**

Manufacturing Chemists - - Milnsbridge, Huddersfield.







# HAWLEY'S I.K.

(INSECT KILLER)

**IS ALWAYS DEPENDABLE**

Tests prove it to be the most deadly of all insecticides ; entirely non-poisonous, therefore safe.

Insects cannot survive after contact with Hawley's I.K.

Retail prices : 4d., 8d., 1/3, 4/6. Also in bellows 8d. each.

Gives over 70% profit.

£5 order secures 5% discount and a bonus of 13 to the dozen.

*Evans'*

**EVANS SONS LESCHER & WEBB LTD.**  
LIVERPOOL & LONDON



" Good morning, Mr. Chemist."

" Good morning, Mr. Traveller, but wait—I think I can place you—yes, I remember now, yes—

I have tasted your Soap."

" And found it pleasant ? " " Quite." Of course, it was

# H. B. T. ASEPTIC TOILET SOAP

the Uniquely Supreme Toilet Soap that has

## NO SOAPY TASTE

---

*MADE WITH the EXPRESSED JUICES of LIVING PLANTS*

---

Full of good qualities possessed by no other Soap, only equalled in its excellence by

# H. B. T. ASEPTIC SHAVING SOAP

THE LAST WORD IN SHAVING COMFORT

*Get Your Stocks Filled Up For The Coming Rush.  
EVERY SALE LOST IS MONEY THROWN AWAY*

H. B. T. Aseptic Toilet Soap	-	-	9d.
Boxes of 3 Tablets	-	-	2s. 3d.
H.B.T. Aseptic Shaving Soap	-		1s. 0d.

*May be had from any Wholesale House or direct from :—*

**HUNTER BEATTIE, Monteith Row, GLASGOW, S.E.**

B C.M./H.B.T.

# British Lysol

Your name on not  
less than 3 dozen

A Concentrated Disinfectant containing 50% Cresols  
prepared in the Laboratories of Ayrton, Saunders &  
Co., Ltd., Liverpool.

A GENUINE ARTICLE AT A  
GENUINE COST CAPABLE OF  
BEING SOLD AT A FAIR PRICE  
TO THE PUBLIC, WITH A FAIR  
RETURN TO THE PHARMACIST

BRITISH LYSOL (AYRTON'S) is readily miscible in water in  
any proportions, and is constant in action. It sustains itself  
in comparison with any preparation offered under a trade  
name, and in every respect is the "PHARMACISTS' OWN."

		per doz.		per gross
4 oz.	.. ..	4/-	.. ..	42/-
8 "	.. ..	7/-	.. ..	78/-
16 "	.. ..	12/6	.. ..	138/-

Chemists' name and address on not less than 3 dozen.



AYRTON, SAUNDERS & CO., LTD.  
LIVERPOOL "Everything Pharmaceutical" ENGLAND



To  
Manufacturers of Proprietary Articles  
Selling to the Chemist Trade

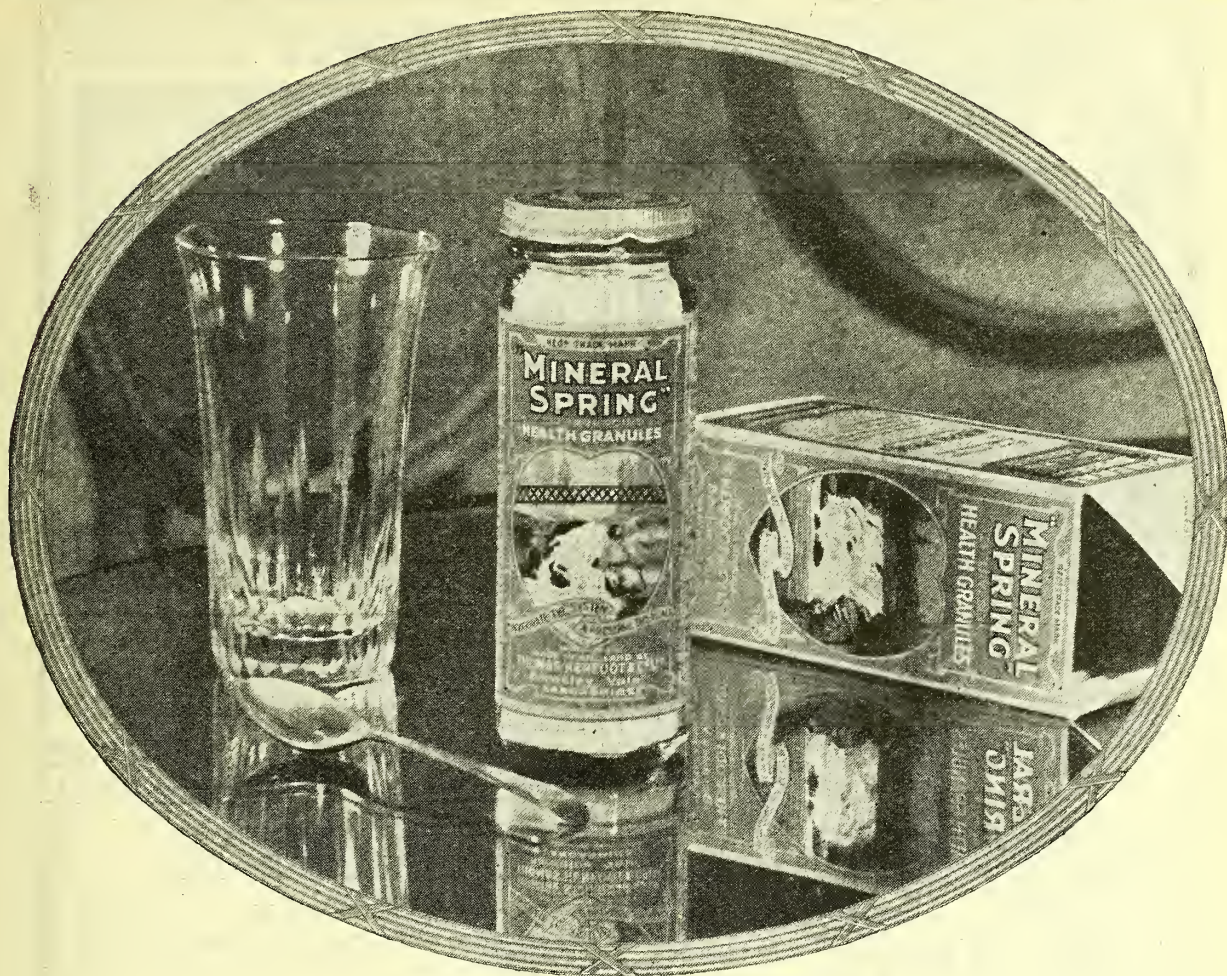


- ¶ The present expense of selling and distribution is crippling. It is going to get worse.
- ¶ Probably the largest and most up-to-date distributing organisation in the trade is prepared to take over one good line which is properly advertised.
- ¶ Sales force covers the British Isles. Branches in the chief Dominions and U.S.A. 9,240 chemists are on its books as customers.
- ¶ This organisation has secured four of the biggest successes of the last four years. Its advertising department is ready to co-operate with you.
- ¶ Goods will be purchased and paid for monthly. You have no trouble about accounts, bad debts, selling or despatching. If necessary, manufacturing facilities are available.
- ¶ It will cost you nothing to investigate, and replies will be held in strictest confidence. Even if you have a sales force our proposition will interest you.

*Reply in first instance to—*

STANLEY WORTH, Broad Street Chambers, London, E.C.2





### *The Chemists' Own Effervescible*

“**M**INERAL SPRING” is not supplied to the grocery or allied trades. The Chemist who specialises in it therefore protects himself against unprofessional competition as far as salines are concerned and definitely builds up his own goodwill. Its quality ensures repeat orders and its sales policy ensures that this profitable business comes back to the Chemist.

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents  
Wm. ALFRED JONES Ltd., West India House, Liverpool

**THOMAS KERFOOT & CO. LTD.**  
BARDSLEY VALE, LANCASHIRE,  
& Bardsley House, London, N.1  
ESTABLISHED 1797

D/786

COPYRIGHT



... if you prefer  
a natural  
pearly  
gleam

**AMAMI**

**AMAMI NAIL VARNISH**  
Faintly pink in colour  
this varnish is specially  
designed to give you  
the pearly gleam of  
the naturally perfect nail.  
It is the only nail varnish  
which does not crack or  
peel. In bottles 1/-

**AMAMI FLUID CUTICLE REMOVER**  
Nail cuticles are smooth  
and clear like pearly  
shells. Amami Fluid  
Cuticle Remover while  
it dissolves and removes  
cuticle, does not in any way  
injure the flesh of the nail.  
In bottles 1/-

**AMAMI MANICURE SET**  
For 3/6 you can have  
a real manicure. Amami  
Almond Oil, Cuticle  
Remover, and Nail  
Varnish. Enough for  
many manicures. This set  
has no sharp blades or  
on every dressing table 3/6

**AMAMI MANICURE SET**  
For travelling case  
and wash and soap.  
We've packed a special  
manicure set in a  
suitable case. 1/9

LOVELY smooth nails that gleam with the  
lovely natural lustre of pearls... without  
trouble... without effort. Just moisten an  
Amami Nail Stone and rub a little of the perfumed  
paste on to the palm of your hand. Then gently  
friction the nails of your other hand against it.  
You'll be enchanted with the lovely polish that  
results. An Amami Nail Stone costs only six-  
pence... lasts literally months.

**SAMPLE MANICURE SET**—for sixpence we have  
arranged to send you enough Amami Oil manicure  
requisites for two perfect manicures. Send a few  
penny p.s. to Prichard & Constance (Mfg.) Ltd.,  
11, Broad Street, W.C.2. **6p**

Amami Manicure requisites are stocked by  
Chemists and Hardwaremen everywhere.

**AMAMI Nail Stone** **6p**

## See that YOU benefit by this National Advertising

.... Here is a reproduction of  
the first of a series of striking  
advertisements that are appearing  
weekly during May and June in the  
'Daily Mirror' and 'Daily Sketch.'  
It will be worth your while to link  
up with this national advertising  
by window and counter displays.

All the Amami Almond Oil Manicure  
'lines' are popularly-priced, reliable and  
easy to sell. Order now from your usual  
wholesaler or direct from:

**PRICHARD & CONSTANCE (MFG.)  
LTD., 11, BROAD STREET, W.C.2.**

## 1/3 PROFIT ON EVERY BOTTLE SOLD

The new eyebrow  
beautifier, "PERM  
BROW," has gained  
the instant approval  
of smart women  
everywhere. It is  
waterproof, does not  
rub off, is easy to  
apply, and lends a  
lasting charm.

### PERM BROW

Our consistent con-  
sumer advertising  
has created an in-  
creasing demand.  
Get a stock now—  
every bottle gives  
you 1/3 PROFIT!

Obtainable from all  
wholesale houses or  
direct from our West  
End sales office:—

**MIRUS LTD., 53a MADDOX STREET, W.1**



## TATCHO Sample Size 6p

### THE HAIR RESTORER

PROMOTES, PRODUCES,  
BEAUTIFIES THE HAIR

TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

6 Bottles in Case for  
Counter Display,  
4/- PER DOZ.

1/3 size .. 12/6 per doz.  
2/9 size .. 26/- per doz.

## For thinning hair

Recommend Rowland's Macassar Oil, the  
favourite of 137 years. It keeps the hair  
healthy, and staves off greyness and  
baldness.



**Rowland's  
Macassar Oil**

RETAIL  
3/6, 7/- & 10/6  
P.A.T.A.

Red for  
dark hair  
Golden  
for fair or  
grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1  
RM2T

## Perfect Blades—

10 out  
of 10



The Edges are  
absolutely  
rustless in any  
climate

**JOHN WATTS (Sheffield & London) Limited**  
Lambert Works, SHEFFIELD. Established over 150 years.  
London: 18 Soho Square, W.1

## The New Watts "Mirror" Blades

These wonderful Blades with  
their Rustless Reinforced  
Edge of Stainless Steel  
treated by a secret process  
are worth the extra cost. They  
are keener and give more and  
better shaves than any others  
on the market.

**Watts Mirror Blades**  
Packed in Patent Spring Lid  
Nickelled Containers of  
10 for 5/-

Packed in Cardboard Cartons  
of 5 for 2/6  
Giving the Retailer 66 2/3%  
PROFIT on cost.



*Your profit this summer  
depends largely on  
stocking and displaying  
the right lines*

**LINK UP WITH  
OUR ADVERTISING  
AND SHOW  
POPPOE  
POWDER**

in the sifter box, complete with puff

**1/-**

Wholesale **8/-** per dozen.

**WITH SPECIAL TERMS FOR  
WINDOW DISPLAY.**

Large size,

**1/9**

Wholesale **14/-** per dozen.

*Sole Manufacturers and Proprietors :-*

**PAPIER POUDRE Ltd.**

**46 BAKER STREET  
LONDON, W.1**

**DEARBORN (1923) LTD.**

**37 Gray's Inn Road, London, W.C.1**

Telephone: HOLBORN 9669

**Toilet Specialties.**

	Price per doz. to Retailer	Selling Price P.A.T.A
<b>PILENTA SOAP</b> .. ..	10/-	1/-
A complexion soap.		
<b>PROLACTUM</b> .. ..	10/-	1/-
For the lips.		
<b>PARSIDIUM JELLY</b> .. ..	10/-	1/-
For wrinkles.		
<b>ALLACITE OF ORANGE</b>		
<b>BLOSSOM</b> .. ..	22/6	2/6
A dressing cream.		
<b>BORANIUM</b> .. ..	22/6	2/6
A hair tonic.		
<b>CLEMINITE</b> .. ..	22/6	2/6
For a facelotion.		
<b>COLLIANDUM (Powder &amp; Solide.)</b>	22/6	2/6
For a face tint.		
<b>PERGOL</b> .. ..	22/6	2/6
A deodorant.		
<b>TEKKO PASTE</b> .. ..	22/6	2/6
Camphor cream.		
<b>STALLAX</b> .. ..	13/6	1/6
For a shampoo.		
<b>JETTALINE</b> .. ..	22/6	2/6
For clearing the skin.		
<b>PHEMINOL</b> .. ..	31/6	3/6
A depilatory.		
<b>MENNALINE</b> .. ..	36/-	4/-
For the eyelashes.		
<b>MERCOLIZED WAX</b> .. ..	18/-	2/-
A face cream.		
<b>STYMOL</b> .. ..	31/6	3/6
For oily complexions and blackheads.		
<b>SILMERINE</b> .. ..	36/-	4/-
Hair-curling fluid.		
<b>BARSYDE</b> .. ..	22/6	2/6
Dandruff eradicator.		
<b>TAMMALITE</b> .. ..	22/6	2/6
For grey and faded hair.		
<b>LIQUID PERGOL</b> .. ..	31/6	3/6
To check excessive perspiration locally.		
<b>BICROLIUM</b> .. ..	22/6	2/6
For whitening the hands.		
<b>COCONOIDS</b> .. ..	31/6	3/6
For figure development.		
<b>SIPOLITE</b> .. ..	18/-	2/-
A new depilatory.		

*The Products of*

**Messrs. PARKER, BELMONT & CO.**

**CLYNOL BERRIES** .. 36/- 4/-

For obesity.

**SOFT PALERIUM** .. 45/- 5/-

For wrinkles.

**LIQUID NAIL POLISH** .. 10/- 1/-

Brilliant and lasting.

**Stocked by ALL Wholesale Houses.**

FOREIGN AND COLONIAL DEPÔTS AND AGENCIES.

*South Africa:* LENNON, LTD., Cape Town, etc.

SIVE BROS., & KARNOVSKY, LTD.,

*India:* FRAMJEE & SON, Bombay.

A. L. CHOUDRY, Calcutta.

Johannesburg.

*New Zealand:* SHARLAND & CO., Auckland and Wellington.

*Irish Free State:* MAY, ROBERTS & CO., LTD., Dublin.



**EDWARDS** **"Harlene"** **LIMITED**

# THE MOST POPULAR Hair Toilet Preparations

The Popularity of "Harlene" Hair Toilet Preparations continues to increase. Every week by forceful Press Advertising and Recommendation, thousands of new customers are

introduced—customers who buy regularly and consistently—customers who will prove a Valuable Asset to YOU! Day in, day out, there is a very large sale for :—

**"Harlene" for the Hair**

**"Cremex" Shampoo Powder**

**"Uzon" Brilliantine**

**"Astol" for Grey Hair**

**"Harlene" Wave Setting Lotion**

**"Harlene" ANTISEPTIC GERMICIDAL  
LIQUID SHAMPOO**

**"Harlene" Scalp Ointment**

See to it that you always have a stock of these "Best Selling" Preparations on hand. Trade terms are generous and there is a most substantial profit. *Somebody* has to meet the demand in *your* district, so you cannot afford to be without these Popular Lines. "Harlene" Preparations stand unequalled, and have become

famous through their merit. The selling of them cannot help but have a most beneficial effect on your whole business.

Write for our  
**ADVANTAGEOUS  
TRADE TERMS**  
and order a Stock  
**NOW!**

A Big Advertising Campaign in The National Press is always in operation on behalf of "HARLENE" Preparations, and it behoves YOU to keep a Regular Stock of these Popular Lines to meet the continuous and Regular Demand.



**"HARLENE"**  
For The Hair



**"CREMEX"**  
Shampoo Powder



**"UZON"**  
Brilliantine

ALL COMMUNICATIONS SHOULD BE ADDRESSED TO:

**EDWARDS HARLENE LTD.**

20, 22, 24 and 26 LAMB'S CONDUIT STREET, LONDON, W.C.1

AN OLD LINE MODERNISED FOR YOUR CONVENIENCE.



# WHITE FELT CORN AND BUNION PLASTERS

THIS MODERNISED  
PACKING IS A  
SALES-PROMOTING  
IMPROVEMENT

**ON SALE BY ALL  
WHOLESALE HOUSES**



*More attractive  
Quality better  
Price cheaper*



## CORN PLASTERS

12 in Carton Per doz. Cartons

*A300.	Thin Round	2 6
*A302.	Thin Oval	3 -
*A301.	Thick Round	2 -
*A303.	Thick Oval	2 3
*A308.	Thin "Dot"	
A309.	Thick "Dot"	



## BUNION PLASTERS

LARGE SIZE  
6 in Carton

*A314.	Thin Round	3 -
*A316.	Thin Oval	
A318.	Thin Square	
*A320.	Thin Assorted	
A315.	Thick Round	4 -
*A317.	Thick Oval	
A319.	Thick Square	
*A321.	Thick Assorted	

SMALL SIZE  
6 in Carton

*A326.	Thin Round	2 6
*A328.	Thin Oval	
A330.	Thin Square	
A332.	Thin Assorted	
*A327.	Thick Round	3 -
*A329.	Thick Oval	
A331.	Thick Square	
A333.	Thick Assorted	

\* The more popular lines are marked with an asterisk

THIS CARD WILL BRING YOU GRATIS

ONE BOX EACH

Nos. A301, A308, A321, A329

POST TO-DAY

PRINTED PAPER RATE

1 d.  
2

STAMP

**SOLPORT**  
BROTHERS LIMITED

184 TO 192 GOSWELL ROAD  
LONDON, E.C.1





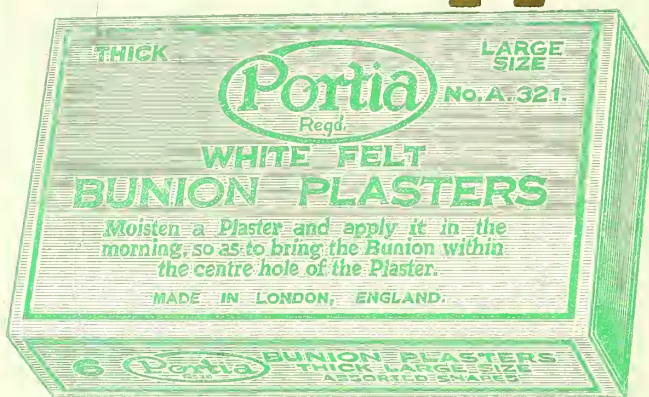
## WHITE FELT CORN AND BUNION PLASTERS



"PORTIA" CORN AND BUNION PLASTERS MAKE NO CLAIM TO BEING MEDICATED. THEY REMOVE, IN THE BEST WAY, THE PRESSURE THAT GIVES RISE TO PAIN. THEIR ACTION IS FOUNDED ON PLAIN COMMON SENSE, AND THIS APPEALS TO MORE PEOPLE THAN ANY SECRET NOSTRUM

PACKED IN DISPLAY OUTERS AS ILLUSTRATION ON PREVIOUS PAGE. PRINTED IN GREEN AND GOLD.

Too long have these Plasters been the Cinderella among Druggists' Sundries. These new Cartons in their display outer will increase your sales of this old-established bread-and-butter line. These plasters, in constantly increasing demand, have out-lived, and will continue to out-live, all the so-called remedies.



PLEASE SEND ME FREE SAMPLE COLLECTION

OF **Portia** CORN AND BUNION PLASTERS,

as advertised in "THE CHEMIST AND DRUGGIST"

Name .....

Address .....

PLEASE WRITE IN  
BLOCK LETTERS

**SOLPORT**  
BROTHERS LIMITED

184-192

GOSWELL RD.  
LONDON, E.C.1

Telephone  
Clerkenwell 9211 (3 lines)

Telegrams.  
"Solport, Barb, London"



# A Revolution in Face Cloth Design!!

THE Invention that makes Ordinary Face Squares Old Fashioned



British Patent  
No. 2200/30.

Made in England.

The  
**"PUREFECT"**

(Trade Mark)

**NON-SLIP  
COMBINED FACE  
AND BATH CLOTH**

(Fully Protected by World  
Patents).

**PRICE 7/- Per  
Dozen**

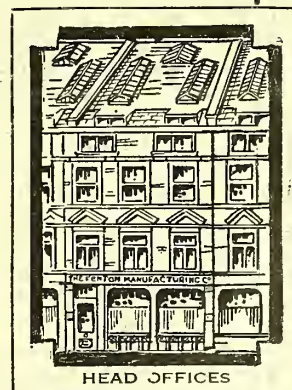
From all the leading Wholesale  
Distributing Houses.

*As the demand for this Patent  
Cloth has already been enor-  
mous, it is advisable to order  
early from your wholesaler if  
you wish to keep your stocks  
up-to-date.*

## IMPORTANT NEW FACE CLOTH FEATURES

1. **FOR THE BATH.**—The patent pocket provides a perfect grip for bath use and overcomes the unsatisfactory slipping and slithering unavoidable with the old-type washing square.
2. **FOR THE FACE.**—Being a dual purpose invention, it can also be used as an ordinary washing square.
3. **FOR DELICATE SKINS.**—All risk of injury through scratching with finger nails entirely eliminated by the patent pocket sheathing the fingers. A point of particular interest where the toilet of young children is concerned.
4. Made of special material which **DOES NOT SLIME**, and actually improves with the use of soap and water.
5. Lasts at least three times as long as the ordinary washing square.
6. Made in white and pastel shades, and with contrasting coloured pockets, making a very attractive colour scheme only possible with this patent cloth.
7. Packed 2 dozen in a beautiful cellophane covered gold box, with special patent fold under lid to give improved angle display. A high-class and artistic presentation, hitherto unattempted with this type of goods, by any other maker.
8. Something different, something novel, something better, which your customers will readily buy, and which will bring you increased business.
9. No price cutting. A fixed selling price of 10½d. each to the public.

**WHOLESALE  
FACTORS AND  
SHIPPERS  
ONLY  
SUPPLIED.**



MANUFACTURERS AND PATENTEES:

**The FENTON MANUFACTURING Co.**

Head Offices and Showroom:

**13 Bartlett's Buildings, HOLBORN CIRCUS, LONDON, E.C.4**

Phone: CENTRAL 6573.



# SPHERE SUPERB POWDER PUFF

A new Puff made of Sylkie-down Velour. The pile on this beautiful puff is produced in such

a way as to retain just sufficient powder to enable the user to apply it smoothly and evenly, without streaks, as is the case with coarser materials.

Supplied in assorted colours and sizes.

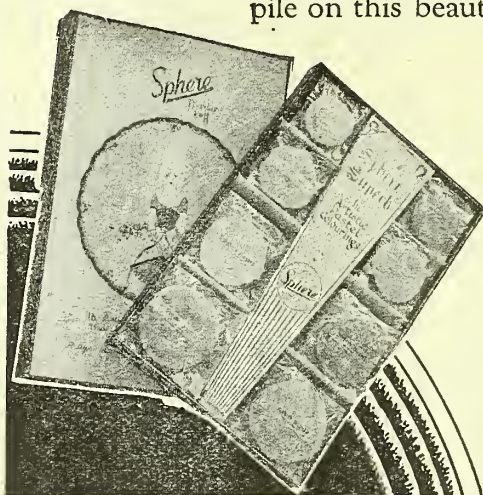
**ATTRACTIVE DISPLAY BOX.**

No. PF 50 as illustrated, 2 doz. in a box ... 6/6 per box.

Assorted Six Puffs each 2", 2½", 2¾", and 3¼" to the box.

*Wholesale only:*

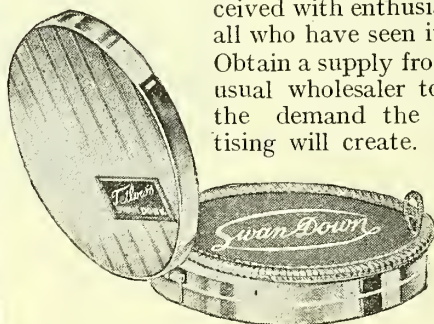
FAIRE BROS. & Co., Ltd., Leicester.



## The New SWAN DOWN COMPACT POWDER

In an extra flat nickel-plated 2-inch case with blue silk puff has been received with enthusiasm by all who have seen it.

Obtain a supply from your usual wholesaler to meet the demand the advertising will create.



**1/9**  
Each.  
**REFILL  
& PUFF**  
**1/-**  
Less usual  
trade disc.

*If any difficulty, write to:*

Henry Tetlow Co., 84 Leadenhall St., London, E.C.3

## SELL ANZORA AND SATISFACTION

### TRADE TERMS

12/- doz.  
Retail at 18/-  
20/- doz.  
Retail at 30/-

**ANZORA CREAM**, for greasy scalps, will not soil hat linings or pillows.

**ANZORA VIOLA** is for dry scalps and contains a little Oil of Violets.

A supply of attractive showcards and cut outs for window display sent post free.

All reputable wholesalers stock Anzora, but if any difficulty, write direct to:

**Anzora Perfumery Co., Ltd., London, N.W.6**



Users of Anzora will never accept a substitute—they know there's no such thing. Make sure that others who are not yet users are satisfied first time. Sell them Anzora—the original hairfixative—still the best—and British.

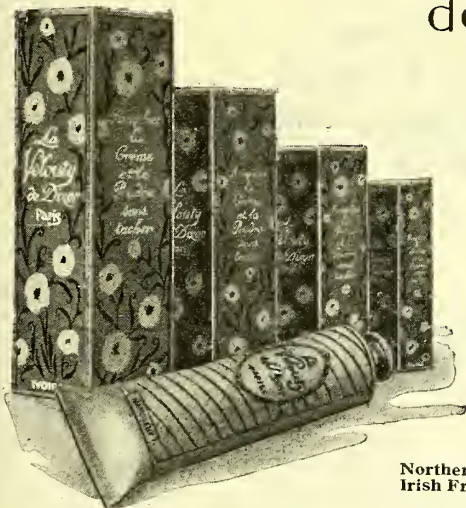
**ANZORA**  
MASTERS THE HAIR



The original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris



*The advertised line that you are asked for.*

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES:—Full size pot -	21/- doz.	RETAIL 2/9
Super tube -	22/- "	" 3/-
Large tube -	14/- "	" 2/-
Medium tube -	7/- "	" 1/-
Handbag tube -	3/- "	" 6d.

*Made in four shades:*

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Sole British Agents:

**DEBACQ & HARROP,**

68 Newman Street, Oxford Street, London, W.1.

*Sole Distributors for*

Northern Ireland: ROBERT MAYRS & CO., 43 Chichester Street, BELFAST  
Irish Free State: MAY ROBERTS & CO. LTD., Grand Canal Quay, DUBLIN

**GOSNELL'S**  
ORIGINAL

**Cherry  
Tooth Paste**



IN TUBES  
10d. & 1/3

IN POTS  
1/6 & 2/-



**Brise de Forêt  
Perfume**

**JOHN GOSNELL & CO., LTD.**  
*Perfumers and Fine Soap Makers*  
211-215, Blackfriars Rd., S.E.1  
LONDON  
Established 1760

**Women  
are asking now  
for**

**VELROSA**

The New and Superior Face Cream, giving the bloom of the rose with the softness of velvet. As attractive as its name. A pure unadulterated Cream with soothing properties and producing a velvet skin. Removes all unsightly spots or blotches. Cleanses the pores of the skin.

**1/3 and 2/4 Retail**

**LIBERAL TRADE DISCOUNTS**

Charming showcard with literature supplied, backed up by National Advertising.

*Send a post card for details to:*

**NICHOLLS and CARROLL** (Toilet Preparations)  
(Phone Holborn 7326) 22 Ely Place, London E.C.1.

**VELROSA—For a perfect complexion—VELROSA**



# A. S. LLOYD'S EUX-E-SIS.

For Shaving  
without  
Soap, Water,  
or Brush.

## CAUTION.

The Labels on GENUINE EUXESIS bear  
two signatures—A. S. Lloyd, in black  
ink, and that of his Widow, Aimée  
Lloyd, in RED. Refuse any other.

Tubes 1/6 & 3/- ~ 33 $\frac{1}{3}$ % Profit

Sole Manufacturers  
and Proprietors :

**AIMÉE LLOYD & Co., Ltd.**  
**23 PANTON STREET, HAYMARKET, LONDON, S.W.**

N.B.—When ordering from Wholesale Houses write LLOYD'S EUXESIS (WIDOW'S).

**Odol**  
TOOTH PASTE

**2 fast sellers**

Consistent and ever in-  
creasing advertising in  
the Press supported by  
attractive posters on thousands  
of hoardings and up-to-date  
talking films, is creating more  
demand for these two splendid  
all-British products.

**Odol**  
MOUTH WASH

THIS HIGH PROFIT LINE  
FOR THE SUMMER SEASON  
WILL REPEAT ALL THE YEAR ROUND

**WESTMINSTER  
COLOGNE**  
FOR BATH & TOILET

DELIGHTFULLY FRAGRANT AND REFRESHING  
GUARANTEED 80% SPIRIT STRENGTH  
NO ISO PROPYL ALCOHOL USED

PRICES PROTECTED BY P.A.T.A.

Sizes	Trade	Retail
4-oz. Approx.	12/- doz.	2/- Bottle
8-oz. „	20/- doz.	3/6 Bottle

STOCKED BY ALL LEADING  
WHOLESALE HOUSES

We do not supply Westminster  
Cologne direct to Retailers, but  
will gladly send samples and  
full details upon request.

**THE ABIETSAN MFG. CO.**  
LIMITED,  
CONCORDIA WORKS,  
MANAGERS STREET,  
LONDON, E.14

'Phone - - EAST 4150 & 4151





# POTTER & CLARKE LTD

## Catarrh Pastilles

of proved efficacy and outstanding merit



*Widely advertised to an ever-growing consumer population all over the World. There is Profit for you in this popular line.*

**P.A.T.A. 1s. 3d. Per Dozen 11s. 0d.**



**60-64, Artillery Lane  
LONDON. E.1.**

**MANCHESTER: 24, LUNAST., GREAT ANCOATS**



# URGENTLY



# WANTED

## by the Public!

*... Chemists who stock this line*

Every day more and more married people are learning about RENDELL'S from their friends and medical advisers. Their need is then for a Chemist to whom they can go and say "A box of Rendell's, please."

They are unwilling to risk disappointment and will only ask if they are certain that what they want is stocked. The wise Chemist, therefore, does not hesitate to display the attractive advertising matter he is freely offered for the purpose.

And his reward is permanent goodwill and a worth-while increase in regular profits.

**RENDELLS**  
**SOLUBLE QUININE**  
**PESSARIES**

Obtainable of all wholesale houses in the country. For details of window advertising displays, write to the manufacturers—

**W. J. RENDELL, Ltd.**  
 15 CHADWELL STREET  
 LONDON - - E.C.1

# THE BEST ON THE BEST TERMS

## StaffAllenS EXTRACTS

StaffAllenS unique manufacturing facilities enable the freshly cut plants to be handled without loss of time. Careful drying and long experience ensure full therapeutic value of the product. Alkaloidal strengths can always be depended upon. Moreover, modern methods of production permit of very economical prices.

### StaffAllenS EXTRACTS

are products of scientific manufacture, the use of which enhances the pharmacist's reputation.

*Wholesale Trade Only*



SEND ALL YOUR ENQUIRIES  
FOR GALENICALS TO

**STAFFORD ALLEN & SONS, Ltd.**  
(Established 1833)

COWPER STREET - - LONDON, E.C.2





*This GEM drew  
over £30 in one month!*

**A**T the well-known Scottish watering resort, Dunoon, the drawings from one Gem were over £13 in one week, the total for a single month being over £30.

The above is only one of the many instances brought to our notice of the remarkable earning powers of the Gem.

**LET THIS GEM MAKE  
MONEY FOR YOU!**

The GEM Machine, with its beautiful lines, enhances the appearance of any Chemist's or Druggist's Shop. It is a genuine money-maker, and works for you without attention.

**AND A PROOF OF ITS  
QUALITY!**

The Gem has just been purchased by the Corporations of Glasgow and Blackpool.

The finish is in first-class cellulose in three standard colours, mahogany (grained), light blue and royal blue—with chromium-plated untarnishable metal Bezel and penny top.

*Ask our nearest Agent to demonstrate the Gem. Get particulars of the attractive terms of purchase.*

*INFANTS or ADULTS!—The Gem registers any weight with scrupulous accuracy from one pound to twenty stones.*

**AGENTS—**

LONDON - - Herbert & Sons, Ltd., 6/7 West Smithfield, London, E.C.1  
 " - - 206, Goswell Road, London, E.C.1.  
 " - - S. Maw, Son & Sons, Ltd., 7/12, Aldersgate Street, London, E.C.1.  
 " - - Shefras Novelty Co., Fetter House, 54-55 Fetter Lane, London, E.C.4.  
 LIVERPOOL and MANCHESTER - - Berry & Warrington, Ltd., 28/37 Byrom Street, Liverpool.  
 IPSWICH - - 40 Thomas Street, Manchester.  
 " - - The Eastern Scale Co., Ltd., Crown Street, Ipswich.  
 NEWCASTLE- Mordue Bros., Ltd., 67 Newgate Street,  
 ON-TYNE - Newcastle-on-Tyne.  
 CARDIFF - - Preston & Thomas, Ltd., 18 Caroline Street, Cardiff.  
 SHEFFIELD - - Charles Ross, Ltd., Aizlewood Road Works, Sheffield.  
 SOUTHAMPTON - C. A. Wedderburn & Co., 54 Bernard Street, Southampton.  
 BELFAST - - W. R. Simpson & Son, Ltd., 27/28 Smithfield Square, Belfast.

FOR SCOTLAND AND EXPORT:  
 The Gem Automatic Weighing  
 Machine Co., Ltd., 48 New City  
 Road, Glasgow, C.4.

*Applications are invited for the Gem  
 Agency Abroad and throughout the Empire.*

**The GEM**

Automatic Weighing Machine Co. Ltd.  
 46, NEW CITY ROAD, GLASGOW, C.4

# Bath Salts

## with a purpose



Already Salpine has proved a remarkable seller. It is a new production and possesses all the attributes demanded by the mass of the public of the present day—easy in price—high in quality—value at its best.

Salpine is in demand all the year round and to stock it means a steady and constant increase in your turnover. There is no waste—Salpine keeps—and is always saleable. With the tremendous force of strong National advertising, Salpine sells well everywhere and shows splendid profits.

*NOW is the time to get supplies.*

# SALPINE

The attractive packing of Salpine is in itself a strong salesman.

Made by

**FAIRY DYES LTD.**  
**GLASGOW - N.W.**

Q



Retailed  
in tubes  
and tablets  
at

**2d.**

each.

**1/-**

per Box of six



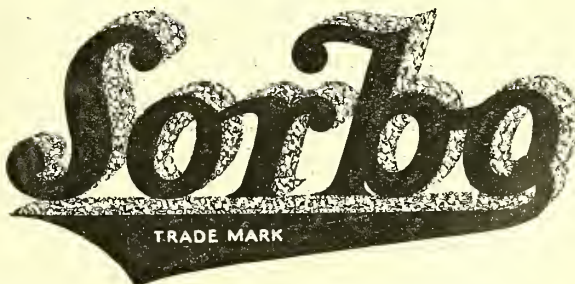
Also

## SORBELLE

SORBELLE is the newer Sorbo range of Sponges, having all the Sorbo consistency and softness, but is offered at prices to meet foreign competition. Sorbelle, although offered at low prices, is nevertheless a GENUINE SORBO PRODUCT.

The most absorbent Rubber  
Sponge in the world . . . .  
Delightfully soft . . . . Free  
from grit . . Never gets foul  
Improved by soap . . . . .  
Invaluable in the sick room .  
Lasting qualities.

**IT NEVER CRUMBLES.**



Sole Manufacturers:

**SORBO RUBBER-SPONGE PRODUCTS LTD.**

'Phone: Woking 966

SORBO WORKS, WOKING, SURREY

'Grams: "Sorbo, Woking."

London Office and Showrooms: 50, PALL MALL, LONDON, S.W.1. 'Phone: Regent 4620.



## The hair-tinting method that's SAFE for home use.

There are no poisonous ingredients in Nuctone, nothing that can possibly hurt the most sensitive scalp. And Nuctone can be used successfully by any amateur—merely by following the instructions on the box. Every week more women discover this wonderful method of restoring the natural colour to the hair—every week the demand for Nuctone increases. Nuctone tinted hair can be permanently waved just as successfully as before treatment—frequent shampooing and exposure to strong sunlight and fresh air leave it unaffected. Your customers want Nuctone!

# NUCTONE

## FOR GREY HAIR

4 Grades — Nuctone Eclairé, Eclairé Concentre, Nuctone and Nuctone Concentre.

3/9 per bottle, 32/- per dozen.

6/6 per bottle, 52/- per dozen.

**ARTWITE** banishes yellow tinges from grey or white hair - - 66/- per dozen.

Order through your usual wholesaler, or from

**J. C. GAMBLES & CO., LTD.**

211 BLACKFRIARS ROAD, LONDON, S.E.1

## 3 reasons why YOU SHOULD DISPLAY THIS NEW CARD ON YOUR COUNTER

1  
**QUICK  
SALES**

2  
**HANDY  
PACKETS**

3  
**POPULAR  
PRICE**



To meet the popular demand "Eclipse" Blades are now put up in one shilling packets of three blades on attractive Display Cards, in addition to the standard packets of 5's & 10's.

5  
for  
1/8

Order your card to-day from your usual Wholesaler, or direct from the Manufacturers.

Made by  
**JAMES NEILL & CO. (SHEFFIELD) LTD.**  
Crucible Steel Manufacturers, SHEFFIELD.

3  
for  
1/-

Moderately priced—  
yet unsurpassed  
at ANY price

# MYATT

## DAYMARK BLADES

For double-edge razors

Five for 1/3  
50% PROFIT  
ON COST

Sole Manufacturers

**W. J. MYATT & CO., LTD.**  
BIRMINGHAM

## AMO

THE INCOMPARABLE  
BLADE THAT SHEWS  
120% PROFIT



DISPLAY  
AND SELL  
"AMO"  
SHAVING  
PRODUCTS

Nationally Advertised, OBTAINABLE OF ALL WHOLESALERS,  
FREE SAMPLE BLADE AND ILLUSTRATED LIST ON APPLICATION TO—  
**AMO SAFETY RAZOR BLADE CO., Ltd.** Broad St. House  
LONDON, E.C.2

## LEISURE FOR GOLF

was unheard of before Smith got his Gledhill Till. He never left the shop because of his old-fashioned cash checking system, and at closing-time he had to spend hours "cashing up." Now he can leave any time, because he knows his Gledhill Till accounts for every penny of his takings, removes temptation, safeguards his profits, and protects his assistants.



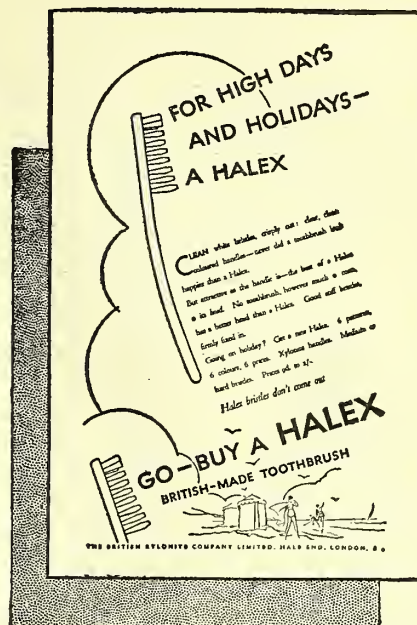
**G. H. GLEDHILL & SONS LTD**  
16, TRINITY WORKS HALIFAX

Follow Smith's example  
—send for catalogue and  
instalment plan.



# now— this SHOWCARD\*

will help you  
sell more Halex



# and this CUT-OUT



## THE HALEX WINDOW DISPLAY

Brightly printed in five colours—16" wide by 14½" high—the Halex Window Display has been specially designed to tie up with the Halex Holiday advertisements. It is supplied FREE with initial orders for not less than 3-dozen Halex Brushes ordered on the Bonus Terms.

\*A full-size reproduction of one of the Halex Advertisements appearing in the new campaign.

**HALEX ADVERTISING  
CAMPAIGN STARTS—  
JUNE 7th**

The Halex Summer Advertising Drive starts on June 7th. Altogether, 45,000,000 Halex advertisements will appear in the national newspapers and magazines within the next eight weeks.

This great advertising effort will help you to sell more Halex at a time when you make 44% more profit on every Halex Brush you sell.

Use this Showcard . . . Use this Cut-out . . . display Halex in your window . . . on your counter . . . anywhere where the public can see that you sell Halex!

If you want a new Showcase, or another Showcard— or some more Halex Brushes—

## SEND IN THIS ORDER-FORM TO-DAY!

(Fill in and post to your usual Wholesaler)

To.....

Please send me/us

(a) ..... dozen Halex Toothbrushes as listed below :

Halex No. 1 .....doz. @ 6/- a doz. Halex No. 4 .....doz. @ 11/- a doz.

Halex No. 2 .....doz. @ 7/6 a doz. Halex No. 5 .....doz. @ 13/- a doz.

Halex No. 3 .....doz. @ 9/- a doz. Halex No. 6 .....doz. @ 15/- a doz.

(b) The Halex Showcase (free with orders for not less than 4 doz.).

(c) The Halex Showcards and Window Transparency (free to any stockist).

(d) The Halex Display Holder (free to any stockist).

(e) The Halex Introductory Parcel at 40/- only.

(Strike out words not required.)

Name.....

Address.....



# LIPVAC

REGD. TRADE MARK

"LIPVAC" Flasks have that certain distinction in design and manufacture which cannot fail to attract.

"LIPVAC" 50 is VERY NEW and leads the way in sales because of the :—



VACULITE CUP  
POURING LIP  
TRIPLE STRENGTH GLASS  
DAZZLING BRIGHTNESS  
DISTINCTIVE APPEARANCE

and is FAIRLY PRICED



Pint size **3/11** } TRADE  
Quart size **6/6** } Less 33 1/3%

Stocked and sold by your wholesaler and guaranteed by :—

**LIPVAC FLASK COMPANY, 84, Leadenhall St., London, E.C.3.**

Send for new list. - Prices 1/11 to 15/-

Established 1880.

**TILBURY "Fort"**  
Dental Plate Brush



Made with Extra Stiff Bleached and Unbleached Bristles.

**W. R. TILBURY & SON**

47 FRAMPTON PARK ROAD, HACKNEY, LONDON - - - ENGLAND

BATH &  
TOILET  
SALTS  
DE LUXE

*Nymphaea*

INSTANTLY SOLUBLE  
EVEN IN COLD WATER

Retail :  
3/6 & 6/6 P.A.T.A.

Patentees & Sole Manufacturers  
**SUPERFINE CHEMICALS, Ltd.,**  
FELTHAM, MIDDLESEX.

Wholesale Distributors: **BROOKS & Warburton,** 252 Vauxhall Bridge Rd., London, S.W.1

**"Superlin" Disinfectant**

Wrigley, Paterson & Co., Ltd.,  
St. John's Rd., Isleworth, Midd'x.

PHONE: HOUSLOW 2604

WE MANUFACTURE SAFETY RAZOR BLADES  
FOR ALL CLASSES OF TRADE.

POPULAR **EMMAH** 2d. each

"P.C." - - 1d. each  
PLANET - - 3d. each

WITHOUT EQUAL IN THEIR CLASS.

Send for particulars of our new FREE GIFT SCHEME  
in connection with PLANET BLADES.

Enquiries and quotations promptly attended to.

**EMMAH PRODUCTS, LTD.**

14-16 LOWER CLAPTON ROAD, LONDON, E.5

**AYRTON-GRAHAM, Ltd.**

Designers and actual manufacturers of

**FITTINGS**

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter  
Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.

ALL GOODS OF BEST QUALITY  
AND FINISH AT LOWEST RATES.

Competent Fitters sent to all parts.

**106 DUKE STREET, LIVERPOOL.**



# Some paramount reasons why you should sell— **SHERLEY'S**



## DOG & CAT MEDICINES LACTOL & LACTOL BISCUITS!

Famous kennels rely upon Sherley's. Breeders and owners use Sherley's. Both the expert and the amateur are buyers of Sherley's. Champions of all Breeds have been reared on Sherley's LACTOL & LACTOL BISCUITS.

All Sherley's products are protected at prices which ensure a satisfactory profit and are supplied on terms which eliminate all risk of loss.

There are thousands of dog and cat owners in your district. Get their custom—sell and recommend Sherley's Products. Literature and showcards available. Send a post card for particulars.

A. F. SHERLEY & CO. LTD., 18, Marshalsea Road, London, S.E.1.

### SPECIAL QUANTITY TERMS

are available for the famous Sherley Tonic and Condition Powders and Worm Medicines—now packed on attractive display cards—also for £2 assorted parcels.

C.F.H. 125

### EVERY CUSTOMER DELIGHTED WITH THE RESULTS OF

Pat. No. 249,023. **INSEC-A-TUS** Trade Mark 462389.

100% BRITISH

**THE COLOURLESS LIQUID INSECTICIDE**  
For Bugs, Flies, Flies, Fleas, etc. In tubes ready to spray with.  
8½ d. Size approx. 4½ ozs. 1/3 Size approx. 9 ozs.

Also in tins. Wholesale prices (giving good profit to retailer) on application

We guarantee that Insec-a-tus is 100% more efficient for the specific purposes stated above than powders that have been tried for years and also the coloured and otherwise liquid imitations on the market; if these were a more efficient article an improved patent could be obtained.

#### A LIGHTNING SELLER

ESS & ESS WORKS, Offices: 35 OAKLEY ST., LONDON S.E.1.

Phone: Waterloo 1128

### NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessaries from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

**OSCAR SCRUTON & CO., YORK**

## MASSAGING THE UDDER WITH TIPPERS "COWS RELIEF"

is wonderful for  
swollen udders  
hard milkers and  
also sore teats

What customers say:

"Excellent for Cows' Udders." (Suffolk.)

"Cannot speak too highly of 'COWS RELIEF'." (Hants.)

"Excellent for udder trouble in Cows and Pigs." (Kent.)

"'COWS RELIEF' gives good results." (N. Wales.)

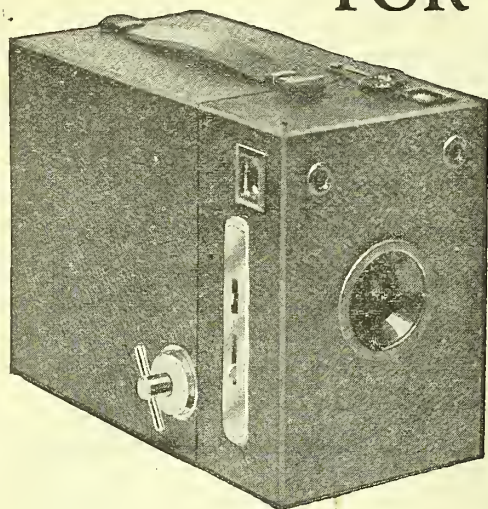
"Used your 'COWS RELIEF' for Compox. It has answered right well." (Cornwall.)

Terms on application with pleasure.

**B. C. TIPPER & SON, LTD.**  
HOMER STREET, BIRMINGHAM.



# FOR YOU TO TRY YOURSELF



A BRITISH MADE 'CORONET' CAMERA

Complete with portrait attachment,  
side and upright viewfinders,  
time and instantaneous shutter.

AT 7/6 TO THE PUBLIC

JUST FILL IN THE COUPON.

Please send me at this address, without charge or obligation, one No. 2 'Coronet' Camera, which I will undertake to return if I am not interested.

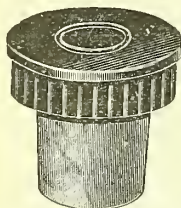
Name .....

Address .....

THOS. CHRISTY & CO.

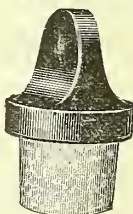
4-12 Old Swan Lane, E.C.4

## STOPPERS



200 Varieties  
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



**T. WEBSTER & Co., Ltd.** Telephone : Mountview 0952  
Diamine House, Middle Lane, Hornsey, LONDON, N.8

### SALESMEN—SALESWOMEN—DEMONSTRATORS RETAIL SALESMANSHIP

By CUNLIFFE L. BOLLING

Forceful selling methods, expert advice, details that enable the retail salesman to become marked by employers and customers as thoroughly efficient, are dealt with in this masterly modern book. 7/6 net.

Order now, from a bookseller, or

**PITMAN'S, Parker Street, Kingsway, W.C.2**



### THE KWIK-SALE SHOWCASE

Suitable for all Businesses.

**D. MATTHEWS & SON,**  
Shop Fitters and Showcases  
Manufacturers,  
14/16 Manchester St.,  
LIVERPOOL.

Plate glass sloping front. Frameless Mirror sliding doors at back. Polished edge plate glass shell inside. Size 3 feet long, 14 in. back to front at bottom. 9 in. back to front at top. 12 in. high.....£5-10-0

## DEVELOPING & PRINTING FILMS



Having completed the extension of our new premises  
we are desirous of extending our D. & P. Business.

Our Expert Staff under the control of a first-class  
Professional Photographer ensures work of the  
highest quality.

**SAME DAY SERVICE. P.D.A. TERMS**

**BRITANNIA'S Ltd., 72a Shakespeare St., NOTTINGHAM**



# PATENT FOODS

SPECIAL FOODS DEvised. ENQUIRIES INVITED.

George King & Co., Ltd., Sycamore St., London, E.C.1

Phone: Clerkenwell 3383.

Wires: "Foodokings, Barb, London."

## IN TINS OR TONS

### PARAFFINUM LIQUIDUM B. P.

EXTRA HIGH VISCOSITY HOLROYD'S OIL & CERESINE CO., LTD.  
3 New London St., London, E.C.3. Phone: 3395 Royal. Wires: Errikolroy Fen.



### WM. WARNE & CO. LTD.

29 GRESHAM STREET, E.C. 2.

India Rubber Manufacturers,

Surgical, Chemical, Domestic Articles, Syringes,  
Water Beds, etc.



## "VERAX" Pocket-Lavender

AN IDEAL COUNTER LINE  
For the Spring and Summer Seasons

Prevents  
STINGS  
and  
BITES



Glass  
Applicator  
Tubes,  
each in  
nickelcase  
1 doz. in  
show box  
**5/-**  
per box.

Appeals to all Types of Customer,  
THE TENNIS PLAYER or CRICKETER,  
THE HOLIDAY MAKER and the GARDEN  
ENTHUSIAST.

### "NEWBERYS"

(F. NEWBERRY & SONS LTD)

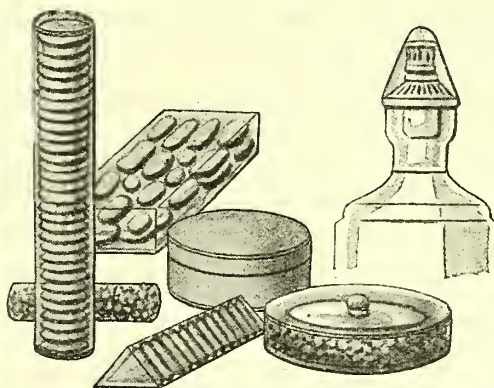
CHARTERHOUSE SQ., E.C.1.

Tredegar House, CARDIFF.

College Lane, LIVERPOOL.

## Gelatine

Containers Bottle Dry Caps



SHEETS, TUBES, MOULDED BOXES  
CAPSULES, CONTAINERS

Transparent & opaque Coloured, Printed & Plain

VIENNA GELATINE MANUFACTURING SOCIETY LTD.  
VIENNA (AUSTRIA)

Sole Agency for the U.K.

WM. C. COX 7 Lambeth Hill London EC4  
Phone City 2909.



# PRECIPITATED CHALK

**LIGHTEST—MEDIUM—DENSE.**  
And All Other Grades To Suit Every Purpose.  
**CHEMICALS FOR ALL INDUSTRIES.**

'Phone: Central 4613.

Tel. Add.: "Levermore, Phone, London."

**A. LEVERMORE & CO. LTD.** ABC Codes  
110 CANNON STREET, LONDON, E.C.4. 5th & 6th Editions.

## PURE ORANGE WINE

### A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

## ACCURATE POISON BOTTLES

**GUARANTEED FULL CAPACITY.**

These bottles are much stronger than hand-made and reduce breakages to a minimum.

2 oz. 14/6, 3 oz. 16/6, 4 oz. 18/6, 6 oz. 22/-, 8 oz. 23/- gross.

**C. W. HARPER, 254 STOCKPORT ROAD, MANCHESTER**

Brilliant Amber Glass, English  
Machine Made, Hexagonal.

**RETAIL PRICES:**  
Liquid Yadil or Yadi-  
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3/-, 4/9, 12/-, 22/6.  
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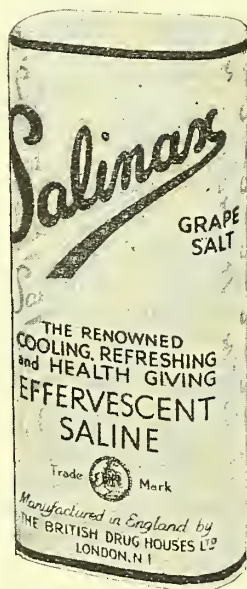
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## English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

### Visits to Works

The members of the Old Students' Association of the Liverpool School of Pharmacy recently visited the works of J. Crosfield & Sons, Ltd., Warrington. The trip was thoroughly enjoyed by everyone.

Forty-six Sheffield chemists paid a visit to the works of Robinson & Sons, Ltd., Chesterfield, on May 22. Mr. Victor Robinson, one of the directors, received the guests at Wheat Bridge Mills, where they were shown the manufacture of dressings. Afterwards they proceeded to the Portland works, where they inspected the box-making, printing and towel departments. The company provided tea, and, on the motion of Mr. A. H. Culverhouse, seconded by Mr. W. B. Stather, a hearty vote of thanks was offered to Messrs. Robinson for their kindness. Mr. L. Piper was accorded a vote of thanks for successfully organising the gathering.

On May 21, a party of nineteen Brighton pharmacists, under the direction of their popular secretary, Mr. E. Beckwith, journeyed by motor-coach to the works and laboratories of The Standard Yeast Co., Ltd., Chiswick, London, W. The visitors were met by Mr. Charles Doctor (managing director) and Mr. Lawson, who conducted them first to the roof of the spacious building, where their attention was attracted to a very large tank in the grounds containing molasses. The various processes of manufacture and testing were shown in sequence, and incidentally the party passed the largest aluminium vat in England. Every process was explained with clarity, and not without a spice of humour. Tea was served in one of the staff recreation rooms by lady members of the finishing department. Mr. Burgess, in a pleasing speech, thanked the directors, Mr. Doctor and the staff for the invitation. Mr. Beckwith seconded the proposition, and Mr. Doctor replied for The Standard Yeast Co., Ltd. With a rousing cheer by the visitors, the party left Chiswick, feeling that they had spent an instructive and delightful time.

### Inquests

An inquest was held at Nottingham, on March 21, on the body of Mrs. Bowring, Swinton Dale, who died as a result of carbolic acid poisoning; a verdict of "Suicide during temporary insanity" was returned. The unlabelled bottle in which the acid was contained was produced, and the husband said he had no idea where it was bought. The coroner said that whoever sold the poison ought to be prosecuted.

### Birmingham

Local traders complain that a decrease in turnover has resulted from the road works and traffic control experiments now being carried out.

The city analyst, Mr. H. H. Bagnall, B.Sc., F.I.C., suggests in his annual report that full control should be exercised over the advertisement and sale of all proprietary medicines, and urges the need of drastic legislation to deal with this matter. The routine matters summarised in the report have already been noticed from time to time in our columns.

### Sheffield

Mr. John Austen, Ph.C., has been on a tour in Italy.

The Sheffield Chemists' Golfing Society held their second meeting of the season at Sitwell Park on May 15. They were favoured with excellent weather, and play resulted as follows:—(1) A. X. Farmer, 93-24=69; (2) C. W. Hobson, 87-14=73.

### Miscellaneous

POISON-LICENCE APPLICATION.—Mr. S. Dalzell, Cliff Terrace, Kendal, has applied for a licence to sell agricultural and horticultural poisons at Beacon Buildings, Stramontgate.

WINDOW-DRESSING AWARD.—At an Empire shopping week window-dressing competition, held at Hythe,



recently, an award was made to Harcombe Cuff, Ltd., chemists, for their display in the class "What to Use."

**INSTITUTION OF PETROLEUM TECHNOLOGISTS.**—"The London Gazette" gives notice that the Institution of Petroleum Technologists has presented a petition for the grant of a charter. Petitions for or against such grant should be delivered at the Privy Council office on or before June 17.

**LONG SERVICE AWARDS.**—At the annual treat to staff and workpeople given by W. Blythe & Co., Ltd., chemical manufacturers, Church, on May 24, three employees were presented with gold watches in recognition of forty years' services. These three make up the number of veterans whose services have been recognised to fourteen.

**LABORATORIES OPENED AT CARDIFF.**—On May 21 H.R.H. the Prince of Wales opened new physics and chemistry laboratories at the University College of South Wales and Monmouthshire, Cathays Park, Cardiff. In the course of the proceedings a gift of £20,000 from Lord Glanely was announced, and Mr. Daniel Radcliffe telegraphed offering £1,000 and promising to subscribe a further £5,000.

**ESPERANTO CONGRESS.**—The inaugural meeting of the Pharmacists' Section of British Esperantists will be held at Nottingham during the Congress of the British Esperanto Association fixed for June 6-9 inclusive. The draft rules include the proposal that the minimum annual subscription be 3s. 6d. and a recommendation that every member become a member of the British Esperanto Association. The temporary secretary of the Section is Mr. F. B. Elwell, 4 Richmond Road, Wanstead, London, E.11.

**IN THE COURTS.**—At Manchester Assizes, on May 22, John J. Massey (54), herbalist, Chadderton, Oldham, was sentenced to fifteen months' imprisonment for the manslaughter of Mrs. Annie Neal (*C. & D.*, May 10, p. 562).—At Southampton Police Court, recently, Harry J. Wheatley, ironmonger, Manor Farm Road, was ordered to pay costs on a summons for having sold a bottle of disinfectant without disclosing his name and address on the label.—In Shrewsbury County Court, recently, the Pharmaceutical Society obtained judgment in the sum of £5, with costs, against Mr. F. A. Purssell, Minsterley and Pontesbury, an unqualified trader who had used labels bearing the name of a former owner of his business and the title "chemist." The penalty had been paid into Court.

**CO-OPERATIVE SOCIETIES AND THE P.A.T.A.**—One of the questions which will be discussed at the Whitsuntide congress of the co-operative movement is the attitude of the Proprietary Articles Trade Association towards societies in prohibiting dividends to be paid on the articles contained in the Association's list. Another matter which will receive consideration is the question of the regulation made by the Minister of Health prohibiting the payment of a dividend on National Health Insurance prescriptions. A deputation from the Parliamentary Committee of the Co-operative Union has waited on the Minister with a view to obtaining a modification of the regulation. It has been decided to submit to the congress a resolution regretting that the Parliamentary Committee had been unable to secure a remedy, and instructing the committee to press its negotiations further.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Monday, June 2

Royal Institution, 21 Albemarle Street, London, W.1, at 5 p.m. General meeting.

### Wednesday, June 4

Pharmaceutical Society of Great Britain, 16 Bloomsbury Square, London, W.C.1, at 11 a.m. Council meeting.

## Irish News

### Medical Benefits Bill

The Bill to introduce medical benefits was discussed in the Northern Ireland Parliament on May 20 and 21, and received the second reading. Members of all parties supported it, but there was criticism of details. The Minister of Labour, in his opening speech, made no reference to the terms proposed for chemists, which will be the subject of regulations. He said the Bill would operate from October 1. One of the difficulties in connection with the establishment of medical benefits in Northern Ireland had been the dispensary system. To prevent overlapping it was necessary that an arrangement should be made with the dispensary doctors. General practitioners would receive a 9s. capitation grant (the same as practitioners receive in Great Britain), less 2d., which was to be allotted to a reserve fund. With dispensary doctors it had been arranged that they would retain their dispensary salaries, but that in consideration of doing so they would accept a capitation grant of 1s. 6d. less for each of the insured persons they treat. Mr. Gordon (Parliamentary Secretary), in replying to the points raised in the discussion, said it would be necessary to have committees representing insured persons, doctors, chemists and other sections of the community; chemists and medical men, for instance, did not always see eye to eye on all matters. The moneys hitherto paid to local authorities for sanatorium benefit were at the rate of 1s. 3d. per head of the insured population—6d. towards domiciliary treatment and 9d. towards institutional treatment. Domiciliary treatment now became part of medical benefit. After paying a 9s. capitation fee to the medical profession, 9d. or 10d. of the remaining 4s. would be issued towards administration of the measure, and the remaining portion would be for drugs and the mileage of doctors.

### Brevities

Mr. Benjamin Logan, Ph.C., has acquired the business founded by the late Mr. Roden Johnston, Downpatrick.

Mr. Joseph Ritchie, jun., son of Mr. Joseph Ritchie, Ph.C., Belfast, has passed the entrance examination of the Royal College of Surgeons, Dublin, at the early age of sixteen.

The retail and wholesale drug trade was well represented at a recent cruise in Dublin Bay under the auspices of the British and Irish Steam Packet Co., who have introduced an accelerated service between Dublin and Liverpool. Among those who received invitations were Sir Thomas Robinson, Messrs. J. B. Boyd (Boileau & Boyd, Ltd.), H. Grimes (Evans Sons Lescher & Webb, Ltd.), V. Hanna, P. Harwood, R. Holmes (Shirley Spence & Belford, Ltd.), Mr. D. Howe (May, Roberts & Co., Ltd.), A. Hughes (A. de St. Dalmas & Co., Ltd.), J. Johnstone and W. Middleton (McMaster, Hodgson & Co., Ltd.).

### Belfast

The latest annual report of the manager and engineer of the Belfast Municipal Gasworks states that although there was a further drop in revenue in the chemical department, this result was expected owing to market conditions. Net revenue in the department amounted to £64,468.

The past and present pharmacy students of the Municipal College of Technology, Belfast, numbering about ninety, had an excursion to the Glens of Antrim on May 21. They were accompanied by Professor and Mrs. Wren, Dr. Steel, Miss Adams, Messrs. Porter, Young and Fitton, members of the teaching staff. The party drove to Parkmore, and, leaving the vehicles, walked through Glenariff Glen to Garron Tower, where tea was provided. Professor Wren welcomed Professor and Mrs. Earls, and also Mr. Fred Storey (president of the Pharmaceutical Society of Northern Ireland) and Mrs. Storey. After tea a dance followed. Mr. J. W. Hogg and Mr. A. E. Johnston carried out the arrangements.



## Scottish News

### Glasgow

The offices of the Insurance Committee for the Burgh of Glasgow are now at 5 Woodside Crescent, Glasgow, C.3.

The first rink game of this season of the bowling section of the Glasgow Pharmacy Club was played on the greens of the Clarkston Bowling Club. There was a small attendance, due no doubt to the very wet forenoon, only two rinks taking part in the game. The successful rink was that of which Mr. H. P. Arthur was skip.

At Glasgow Sheriff Court, on May 20, William A. Gilmour, jun., assistant in the shop of his father, a dry-salter carrying on business in Dumbarton Road, was admonished for having sold a preparation containing more than 3 per cent. of carbolic acid; and William A. Gilmour, his father, was fined £1, with £1 5s. expenses, for having kept open shop for the sale of poisons.

## Business Changes

MR. THEO. PUMPHREY, Ph.C., of Pentham and Ingleton, has opened another pharmacy at Market Place, Settle, Yorks.

ASCOTTS PHARMACIES, LTD., have removed their offices and warehouse from 169 Hemingford Road, N.1, to 48-50 Durham Road, Holloway, London, N.7.

REDDGRAVE SITORA, LTD., manufacturing chemists, have removed from 29 Forest Lane, Stratford, E.15, to larger premises at United Wharf, Silvertown, London, E.16.

MR. J. REILL MORTON, who was formerly market clerk to Hale & Son, and also late of Grace Bros. & Co., will be joining Mann & Bishop, Ltd., produce brokers, 36 and 37 Mincing Lane, E.C.3, from June 11, and will chiefly devote himself to gums (copal, acacia, etc.), waxes, essential oil, drugs, etc.

## Sporting Events

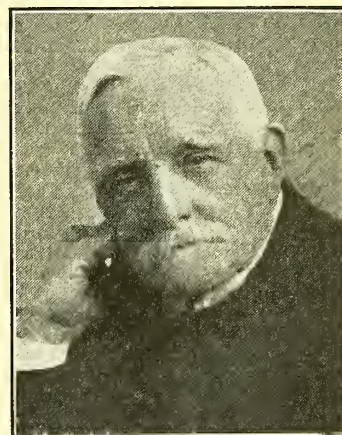
THE London Chemists' Golfing Society held a meeting at Farnham Golf Club on May 18. There was a big attendance and the competition was keen. The prize was presented by Messrs. D. & W. Gibbs, and won by Mr. H. B. Walker; the Thomson cup was won by Mr. C. A. Hopkins. The leading scores were:—H. B. Walker, 77; C. A. Hopkins, 79; W. E. Cane, 80; J. Deas, 80; F. J. Bolton, 80; T. W. D. Turner, 82; Dr. C. Mackay, 82; F. G. Wells, 85; R. C. Green, 85; D. M. Rees, 85.

THE Leicester Pharmacy Football Club are winners of the Thursday League championship, 1929-1930, having played eighteen matches, won fourteen, lost two, drawn two; scoring 64 goals against 31, and securing 30 points. They were also successful in winning the Thursday Cup, presented by Mr. F. Payne, of Nuneaton. The club was formed in 1920, Messrs Langham (secretary) and Judge, with Herrick, a playing member, being among the very active members of committee the whole of that period. All members of the Leicester and Leicestershire Pharmaceutical Assistants' Association are eligible for admission to both the football and cricket clubs, Mr. Shaw being secretary of the latter.

NATIONAL INSTITUTE OF INDUSTRIAL PSYCHOLOGY.—An annual grant of £2,000 for two years has just been made by the Rockefeller Foundation of America to the National Institute of Industrial Psychology. This is the third grant which the Rockefeller trustees have made to the Institute.

## A Unique Celebration

ON May 23 the eightieth birthday of Dr. George Claridge Druce, the Oxford botanist, was celebrated by a reception at the Grand Central Hotel, London, after he had been the guest of honour at a luncheon given by the Earl and Countess of Buxton. Viscount Grey of Falldon, Chancellor of the University of Oxford, was the principal speaker, and in the course of a delightful address on the progress of science said that Dr. Druce was an example of the inexhaustible satisfaction to be obtained by those gifted with the power to take an interest in outdoor natural history. A cheque presented to Dr. Druce in the course of the proceedings, on behalf of the Botanical Society and Exchange Club of the British Isles (which now numbers over 600 members, including some distinguished botanists) will be devoted by him to the purchase of a plot of land for botanical purposes. The congratulations received by Dr. Druce on this event have run into hundreds, and the "Oxford Mail" of May 23 mentions that they have come from all parts of the world. It is interesting to note that the preliminary circular sent to participants in the event includes the names of the Director of the Royal Botanic Gardens, Kew, the Sherardian Professor of Botany at Oxford, the Emeritus Professor of the same university (Dr. S. H. Vines), Lord Saye and Sele, the Regius Keeper of the Royal Botanic Gardens, Edinburgh (Professor W. Wright Smith), and other well-known people. We need hardly add that pharmacy is proud of the fact that the guest of the day (of whose career we gave a brief account in our Special Issue of June 30, 1923) has been a pharmacist in business, a president of the British Pharmaceutical Conference, and an examiner in London to the Pharmaceutical Society, and that as recently as last June he showed his interest in the Conference by being present at its meeting in Dublin.



Photo] [Elliott & Fry  
DR. G. CLARIDGE DRUCE, F.R.S.

## Dental Board of the United Kingdom

THE eighteenth session of the Dental Board of the United Kingdom opened at 44 Hallam Street, London, W.1, on May 14, the chairman (the Right Hon. Sir Francis Dyke Acland, Bt.) presiding. After the roll had been called, the first business was the

### CHAIRMAN'S ADDRESS

Sir Francis Dyke Acland discussed, using reminiscences as illustrations, various features of the work of the Board, particularly the question of maintaining an adequate number of entrants to the profession. Another matter dealt with was the best method of distinguishing in directories between dental surgeons possessing degrees or licences and other dental practitioners; the chairman announced that as a result of correspondence the only differentiation will be the use of "B.D.S." or "L.D.S." in appropriate cases.

(To be continued.)



## Legal Reports

**Dangerous Drugs Acts.**—At Brighton, on May 23, Mr. Charles Evans, chemist and druggist, was summoned for failing to keep morphine, cocaine and tincture of opium in a locked receptacle. The defence was that Mr. Evans had gone to buy a new padlock for the cupboard when the police called. A fine of £2 was imposed.—At Leicester City Court, recently, Mr. John H. M. Land, chemist and druggist, was charged with selling cocaine to John Graham Dick, an Edinburgh dentist, without a written order; sending the poison through the post otherwise than by registered post; supplying a preparation containing cocaine in solution without the total amount of cocaine in the bottle being plainly marked; selling cocaine to John Graham Dick, a person unknown to him; and keeping the drug in an unlocked receptacle. Mr. Land pleaded "Guilty" to the first and third charges, the fifth was not proceeded with, and the second and fourth were withdrawn by consent. Mr. G. R. Paling, for the Director of Public Prosecutions, said that Mr. Land conceived the idea of supplying a local anæsthetic to dentists. It contained 0.96 per cent. of cocaine. When a Home Office inspector called on him he said he always turned up a register to see whether the applicants were dentists. He would not know the applicants personally or whether the order was actually signed by a dentist. Mr. Paling produced one order from Mr. Dick on which appeared "J.D. for J.G.D." This, he contended, had not been signed by Mr. Dick himself. Mr. H. Glyn-Jones, for the defence, said the case illustrated the pitfalls which beset the chemist. Mr. Land had registered his trade mark in 1912. Fines amounting to £10, with £25 special costs, were imposed.

**Collapsible Tube Claim.**—The dispute between Huntoon Co., Inc., Providence State, U.S.A., and Kolynos, Inc., Chenies Street, London, W.C., regarding the sale of collapsible tubes for containing tooth-paste was again before Mr. Justice Clauson in the Chancery Division on May 28, having been remitted by the Court of Appeal (*C. & D.*, February 22, p. 210). The Huntoon Co. claim to be owners of patent rights in a collapsible tube which has a closure cap attached by a wire loop called a spring forcer, and defendants have an exclusive licence for the sale of the tubes. Mr. Justice Clauson found, at the first hearing, that as plaintiffs had not carried out their obligations, they were not entitled in law to expect defendants to carry out their part of the agreement. The plaintiffs appealed from this, and the Court of Appeal decided that the failure of the plaintiffs to take proceedings against the manufacturers to protect the defendants' monopoly by preventing infringements of the patented article did not release defendants from their obligations under the agreement. The Court of Appeal remitted the action to Mr. Justice Clauson to determine whether defendants had committed a breach of clause 9 of the agreement in selling certain tubes and caps without the words "cap patented No. 137,720." being stamped upon them. Giving judgment, Mr. Justice Clauson said the defendants had sold an article without stamping the words upon it. If that article was within the plaintiffs' patent and could not be sold without infringing the patent, the defendants had committed a breach, and the plaintiffs were entitled to an injunction to restrain the defendants from offering for sale articles of that character without the proper stamp upon them. He had come to the conclusion that there was no obligation on the defendants to stamp the article in question with the patent number, and accordingly the only claim he had to deal with failed. He did not decide the question of the validity of the plaintiffs' patent. The action was dismissed with costs.

**Poisons from Automatic Machines.**—In Wood Green County Court, London, on May 21, before Judge Crawford, the hearing of an action to determine the legality of sales of poisons by automatic machine (*C. & D.*, April 26, p. 504) was resumed. Mr. H. Glyn-Jones again appeared as counsel for the Society and Mr. George Pollock for the defendant.

### ARGUMENTS FOR THE DEFENCE

Mr. Pollock, continuing his argument, said he was contending that the business of a chemist and druggist was not being carried on by the machine, and that even if it was it was being carried on in good faith. His learned friend, on the last occasion, had referred to the sale of prussic acid to an ordinary member of the public and the fact that a chemist would inquire what it was going to be used for. He pointed out that prussic acid came within the Schedule of certain poisons which could not be supplied unless the purchaser signed the book, and there were therefore certain regulations which dealt with that particular class of dangerous poison. They, however, were concerned with regulations as to conducting the business which was entirely different, as lysol was not included in the Schedule he had referred to.

Judge Crawford: Is not the object of the Legislature in enacting this statute requiring a *bona-fide* chemist to be there, mainly concerned with the sale of poisons? Is it not for that reason that a qualified chemist should be there? After all, it does not require a qualified chemist to sell a tablet of soap or some other innocuous thing, such as Eno's Fruit Salt, for instance. One must try and interpret an Act of Parliament, and it must be that the object of the Legislature in having a qualified chemist on the premises is to guarantee that nothing that would be noxious to the public, such as poisons, will be served by a person who is not qualified to do so, and qualified to give advice if necessary.

Mr. Pollock said that there was a strict set of regulations with regard to the sale of poisons. There was one set which governed the sale of dangerous poisons where the book had to be signed, and that included prussic acid, and another set which concerned the less serious poisons, which included lysol. In the latter it was required there should be some kind of personal supervision, and they were arguing as to how much personal supervision should be exercised. He considered that the degree of superintendence by a duly qualified chemist was set out in the Scottish case of *Linstead v. Simpson*, which had been referred to on the last occasion, and he referred his honour to the judgment of Lord Anderson in that case. His honour read the judgment, and then said that he found some difficulty in following the reasoning as to how many sales constituted a business.

Mr. Pollock argued that mere selling was not the most important part of a chemist's business, as he had also to compound and dispense prescriptions of qualified medical practitioners, and the least important was selling goods; but his honour said there was very little difference, as in one case the chemist sold articles which were already wrapped up in paper, and in the other he made them up before selling. Mr. Pollock said that his contention was that this case fell within the law regarding the general supervision of a qualified chemist, but not within the special supervision under which persons had to sign the book when buying poisons.

Judge Crawford raised the question as to what would happen if a new composition was marketed. He asked what would happen if something new was brought out, and was a poison, and it was put into a bottle and sold in the ordinary way, and how it was to be determined what supervision was necessary in its sale. He did not know how long lysol had been available, although he did not think it was long. If, however, a new preparation was made up, which in the aggregate consisted of a poison, how was it to be decided what supervision should be exercised over its sale?

Mr. Pollock replied that there were express provisions which allowed the Schedule to be added to, and the Pharmaceutical Society kept a very careful watch upon compounds such as his honour had suggested, and any could be included in the Schedule by resolution of the Council of the Society. He contended that the interpretation of Lord Anderson was the only one that was consistent with Section 3 of the Act of 1908. In that, the Court was not entitled to hold that he was not "*bona-fide* conducting" his business if he was temporarily absent, and neither were they entitled to hold or draw the inference that he was



in the wrong if he was not present during an isolated sale. He submitted the chemist would be doing his duty if he looked after the work of his assistants.

Judge Crawford: How can it be said that he is conducting his own business when a sale is effected at midnight when the shop has been closed for six hours? There can be no supervision. As I understand the evidence in this case, anybody going at two o'clock in the morning could put in a coin and get a bottle of lysol. Can you say there is any supervision there?

Mr. Pollock said that his answer to that was that either the defendant, or his assistants on his instructions, placed certain articles in the machine, and there was a certain amount of supervision. His honour said that the lysol might have been put in by a chemist's boy, as there was no evidence before him as to who filled the compartments in the machine. Counsel then referred to the case of Willesden Urban District Council v. Morgan, reported in 1915 (King's Bench), and drew attention to the judgment of Mr. Justice Lush. The case had to do with the legality of sales by automatic machine after a shop was closed, in view of the fact that the Shops Acts were passed with a view to preventing the public from obtaining certain goods within certain hours.

The judge asked what evidence he had that the chemist in this case had exercised any control over the sale of this bottle of lysol. He had the evidence that a person, who might have been an ordinary member of the public, put a coin in the machine and obtained a bottle of poison. Mr. Pollock said that he was submitting it was for Mr. Glyn-Jones to show that no control had been exercised, and not for him to show that such was not the case. In effect, this statute under which he was being summoned was a penal statute, and he submitted that where two constructions of like probability could be placed upon it his honour should accept the construction that was put forward on behalf of the defendant in preference to that put forward by the plaintiffs.

#### REPLY FOR THE PROSECUTION

Mr. Glyn-Jones said that his friend apparently was with him up to a certain point, inasmuch as he agreed that business was being carried on, and denied that it was the business of a chemist and druggist; that was where his friend joined issued with him. His answer to that was that what constituted the business of a chemist and druggist was a question of fact, but that it was defined in various statutes. It was a question of fact whether the article sold was one which would come within the ordinary course of a chemist's business, and a poison was in that category. The whole object of the Pharmacy Act was to restrict the sale of poisons by retail to qualified chemists. It could not, therefore, be contended that the sale of lysol was not part of a chemist's business when the Act restricted the sale of that poison to chemists only, and he submitted he was entitled to draw the inference that the business that was being carried on was that of a chemist and druggist. He contended that there was no evidence to show that the defendant had conducted a *bona-fide* chemist's and druggist's business with regard to the automatic machine. Under the Section of the Act, it required active participation of a qualified chemist. The defendant undoubtedly carried on a business from the machine, and no doubt received the profits from the sales effected. He submitted that "conducting" a business meant more than just carrying on a business.

Judge Crawford said that as it was a case of considerable importance he would prefer to give his judgment in writing. He understood there was no need to hurry the matter, as it was a friendly action. Mr. Glyn-Jones said that the purpose of the action was to obtain his honour's opinion as to whether the sale of poisons by an automatic machine outside a chemist's shop was an offence under the Pharmacy Acts. He hoped his honour would not base his decision on any other ground, as the whole purpose of the action would be useless. Judge Crawford said he would base his decision on the evidence and the law as it stood, and he was only going to decide on the facts that had been proved.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

WHITES PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of toilet requisites, perfumes, soaps, ointments, etc. The directors are: A. J. Barton, W. Lennard and C. B. Mangold. R.O.: 6 Swan Street, Minorities, E.I.

J. B. L. SUPPLIES, LTD. (P.C.).—Capital £100. Objects: To manufacture and deal in surgical and medical apparatus and appliances of all kinds, drugs, medicines, etc. The subscribers are: Miss Dorothy L. Haynes and Mrs. Mary Hutton. R.O.: 92 Newhall Street, Birmingham.

W. J. BUSH & Co., LTD.—The gross profit for 1929 was £229,043, against £298,457. After deducting debenture interest, expenses, directors' remuneration and depreciation the net profit was £42,825, against £87,493. A final dividend of 4 per cent. on ordinary shares makes 8 per cent., against 15 per cent.; forward £69,192, against £60,366.

THE BRITISH HAROLD F. RITCHIE & Co., LTD.—Mr. J. Ross Orr has been appointed managing director of this company as from May 31, in place of Major T. Tyson Kirkby, who has resigned. Mr. Ross Orr has occupied the position of joint managing director of the British Harold F. Ritchie & Co., Ltd., 333/337 George Street, Sydney, Australia, for some years.

BOOT'S PURE DRUG Co.—The directors propose to maintain the distribution on the ordinary shares at 29 per cent., of which 5 per cent. is paid tax free. The profits, subject to completion of audit, for the year to March 31, 1930, totalled £724,863, against £750,152. Dividends paid quarterly again totalled 24 per cent., and a bonus of 5 per cent., tax free, is now proposed, being the same as the previous year.

LEWIS & PEAT, LTD.—The net balance of profit for 1929 was £4,809, against £39,954 for 1928 and £63,705 for 1927. With £24,247 brought in, the total available is £29,055. Of this, £27,500 is required to meet the preference dividend and the interim of 5 per cent. on the ordinary, leaving £1,556, which the directors propose to carry forward. For 1928 dividends on the ordinary totalled 10 per cent., while £5,000 was placed to reserve.

STEVENSON & HOWELL, LTD.—The net profit for 1929 is £42,907, which, with £131,694 brought forward, makes £174,601. The dividends on preference shares and interim dividends on ordinary shares have already been paid, absorbing £13,075, leaving £161,526. The directors propose to transfer £2,000 to reserve (now £77,000), to write down goodwill by £3,402, and to pay a further dividend at the rate of 11 per cent., free of tax, on ordinary shares, making (with interim) a total of 16 per cent. for the year; forward £140,448 (against £131,694).

## Gazette

### Partnership Dissolved

OWEN, H. G., and HUGHES, C. W.. 55 and 61 Frogmore Street, Abergavenny, under the style of H. G. Owen, chemist and druggist.

### Bankruptcy Acts

#### RECEIVING ORDER AND ADJUDICATION

BRIGNALL, J. L., 16 Mandale Road, Thornaby-on-Tees, York, "druggist."



# The Chemists' Exhibition

## London, May 26—30

THE thirty-seventh exhibition organised by "The British and Colonial Pharmacist" was opened at the New Hall of the Royal Horticultural Society, Westminster, London, S.W., by Mr. L. Moreton Parry (president of the Pharmaceutical Society of Great Britain). A vote of thanks to Mr. Parry was proposed by Mr. Fred Storey (president of the Pharmaceutical Society of Northern Ireland) and seconded by Mr. G. A. Mallinson (secretary of the Retail Pharmacists' Union), to which Mr. Parry replied. At the luncheon which followed, "Success to the Chemists' Exhibition" was proposed by Mr. A. R. Melhuish (vice-president of the Pharmaceutical Society), and suitably replied to by Mr. P. R. Want. The health of Mr. Parry was proposed by Mr. H. E. Chapman (general secretary of the P.A.T.A.). Mr. Parry replied. "The Overseas Visitors" was proposed by Mr. H. H. Marshall (chairman of the R.P.U.), and replied to by Mr. A. Kenney (member of the Council of the Pharmaceutical Society of New South Wales and ex-president of the Master Pharmacists' Association of New South Wales); and also by Mr. C. Noxon (agent-general of the Ontario Government). In the following paragraphs we summarise our impressions of the principal exhibits:—

### Drugs, Chemicals and Galenicals

ALLEN & HANBURY, LTD., display, as in past years, much of interest to the retail chemist. Two recent specialities of the firm are shown: Lixen, a palatable preparation made from senna pods, and "Magnesia with Paraffin," a laxative suitable for children and delicate adults. A feature of the stand is the display of dispensing scales, and there is shown the first automatic dispensing balance of its kind. Torch brand packed drugs make a good show, among them being the latest Torch brand peroxide cream. Decorating the stand is a very fine show of orchids supplied by Mr. F. J. Hanbury, V.M.H., from his orchid houses at East Grinstead.

ASSOCIATED NUT PLANTATIONS (NUTRAVITE, LTD.) display Nutravite, a nourishing beverage in granular form containing vitamins A, B and D.

ROBERT BLACKIE has a typically pharmaceutical exhibit, in which figure a wide range of ointments, emulsions, salines and toilet preparations, all of which can be supplied in bulk or packed.

THE BRITISH DRUG HOUSES, LTD., have introduced a modernist note into their stand, the right-hand portion of which is devoted to pharmaceutical packed lines, while the left deals with medical products, the whole backed by painted scenes and cunningly concealed lights. Leading positions are given to Carotene pellets and Quinanil, the latter a new antiseptic of low toxicity. The vitamin preparations on view include Radiostol, Radiostoleum and Radio-Malt, while medicinal glucose, æther puriss, Caprokol and many other well-known B.D.H. specialities complete this part of the stand. In the display of packed lines is seen an assortment of malt products, with both the English and Scottish National Mark seals. There is also a display of the popular "pharmaceutical series", including syrup of figs, ointments, "own name" tablets, and analgesic balm. A new showcard for Radio-Malt attracts attention.

BURGOYNE, BURBIDGES & CO., LTD., exhibit a complete range of compressed tablets, toilet preparations, specialities and fine chemicals. Two features of special interest on this stand comprise a remarkably fine crop of crystals of bismuth metal and two live vitamin rats with charts showing growth. Normo-Gastrine (a specially prepared silicate of aluminium) and vitamin malt attract attention. Other products shown include Burgoyne's Universal Fruit Saline, Zotal liniment, Inhalene and Red Diamond products.

CLAY & ABRAHAM, LTD., have a range of packed lines, and show Canda packed pharmaceutical and toilet preparations. The Pen brand series includes the iodine pen, cuticle, peroxide styptic, midge application, ammonia, and corn cure pens. A newly introduced line is Ephedrol, a specific for hay-fever, catarrh, asthma, packed in a Canda nasal drop bottle that can be carried conveniently for use at all times.

CUPAL, LTD., call attention to their Red Ring series of packed pharmaceuticals, Diamond corn cure and Secto. The last-named is available in powder and liquid form, and claimed to be among the most efficient of insecticides. The powder, we are told, when applied to roses by means of bellows is an excellent remedy for green fly, and equally satisfactory against fleas on dogs. Liquid Secto is used as a spray against flies and moths. With all these preparations the company supply plenty of striking show material, and the sales are confined to chemists.

J. C. ENO, LTD., have, as usual, a stand which is a work of art, with here and there a bottle of their world-famous proprietary. The centre-piece of the exhibit calls attention to the ingredients of the Fruit Salt, while the display as a whole is an excellent example for window dressers.

EVANS SONS LESCHER & WEBB, LTD., have arranged a noteworthy display of the many lines they manufacture, prominence being given to biological products, Liverpool virus, Midgley's soaps, Montserrat saline and health salt, the Script series of packed pharmaceutical preparations, and the Elite series of toilet products. Attention is also called to the fact that every purchaser of a packet of Wardonia safety razor blades is to be presented with a stick of Midgley's shaving soap—a scheme which is shortly to be nationally advertised.

GENATOSAN, LTD., effectively display some striking new show material, including Genozo cut-outs, Sanatogen cards, and a new Genasprin screen. Genozo tooth-paste occupies the leading position on the stand, and emphasis is laid on the fact that this is a "chemists only" product.

C. R. HARKER, STAGG & MORGAN, LTD., have a show of Petrolax and its combinations. Peldo occupies a prominent position, and other products include Devon brand syrup of figs, tablets in cellophane wrappers and peroxide tooth-paste.

HIRST, BROOKE & HIRST, LTD., have two stands, one devoted to fancy goods and novelties, and the second to pharmaceutical preparations, galenicals, crude drugs and druggists' sundries. Attention is drawn to packed goods and the range of new showcards.

HOWARDS & SONS, LTD., feature on their stand Quinisan (quinine bisalicylosalicylate) a white powder with only slightly bitter taste, having the composition  $C_{26}H_{24}O_8N_2(C_{14}H_{10}O_5)$ . Quinisan is reported to be of great value in the treatment of colds, influenza, tonsillitis, etc., and to have the combined advantage of quinine and salicylates without the unpleasant gastric disturbance that ordinary combinations of quinine and salicylates are liable to give. Aspirin Gran for tablet making, and coloured aspirin tablets are displayed, other specimens of pharmaceutical and fine chemicals including synthetic menthol, quinine bisulphate crystals, thymol in large crystals, potassium bromide, Avantine (iso-propyl alcohol), sodium salicylate, paraldehyde, phellandrene, and some mercurials, Messrs. Howard having been manufacturers of the latter since December 1797. Howards' packed lines on show are hydrogen peroxide made at Ilford, aspirin tablets in glass tubes and bottles, with showcards and counter display boxes, and counter packages of boric acid, Epsom salt, magnesia, etc. Items of interest also are the stages of manufacture of aspirin from coal (which may be obtained by chemists for display purposes), and a specimen of bismuth crystals.



McCLURE, YOUNG & CO., LTD., sole concessionaires for the British Isles for Pistany radio-active mud, exhibit at their stand many lines of packed goods, and samples of drugs and galenicals.

MENLEY & JAMES, LTD., specialise in the manufacture of compressed tablets, and there is an attractive display of these. Other lines exhibited include Pyridium, a urinary antiseptic available in tablet, solution, powder and ointment; Neuro-phosphates and Iodex brand iodine ointment. The company undertake the manufacture and distribution of proprietary articles from private formulas.

H. R. NAPP, LTD., have an attractive and comprehensive exhibit, both in regard to its arrangement and its interest to the progressive pharmacist. The wide range of Merck chemicals includes two which are just now in the forefront of medical interest: Harmine, derived from *Peganum harmala*, and bulbocapnine (an alkaloid of *Corydalis Cava*), which is chemically and clinically the equivalent of banisterine. Among the specialties shown are Somnosol, sedative, analgesic and soporific; Normacol, intestinal evacuant; and Anzypan, a product embodying all the digestive enzymes in the form of a double tablet. Other products on show are Calmitol, Magnesium-Perhydrol, Lobulina, Spasticine.

W. T. OWBRIDGE, LTD., show the three Owbridge specialties Owbridge's Lung Tonic, Pills and Embrocation.

PARKE, DAVIS & Co. occupy a prominent position in the exhibition, and their showcases are set out against a background display of Neko, germicidal soap; hydrogen peroxide solution, improved in style recently by the provision of a carton for the small size; Euthymol tooth-paste. A newly-introduced line is shaving cream, which is a combination of two soaps of different types—soap No. 1 which lathers quickly, and soap No. 2 which holds water. The preparation is packed in purple and gold cartons. Among biological products are Ventriculin, dry extract of stomach tissue, for anaemia; and antitoxins now including an extended series of streptococcus varieties. Other established P.D. pharmaceutical preparations such as Metatone, hydrated magnesia, analgesic balm, bay rum, are displayed. Nema worm capsules containing carbon tetrachloride for veterinary use are also included.

PASTILLES, LTD., are showing in conjunction with their Lakerol brand bronchial pastilles a variety of display matter of striking design, which is available for chemists who desire it.

STANIFORM, LTD., have arranged an attractive display of their preparations, which are now the subject of bonus offers and intensive advertising. The various uses for which the products are recommended are explained in booklets supplied to chemists and in others specially written for the public.

SUNSHINE REMEDIES, LTD., have a display of their specialties, but particularly called our attention to Toxinicon, which is stated to be a new chemical for the treatment of rheumatism. It is available in tablets, ointment and suppositories. Other lines exhibited include Soleil d'Or toilet preparations; Sunshine anti-septic nasal salve, Relaxol and Kurakold.

YADIL PRODUCTS (1925), LTD., have designed their stand as a series of suggested window displays, this being one of the chief methods of advertising adopted by the company, and in connection with which they offer a bonus. The preparations are, we understand, becoming more popular than ever.

#### Toilet Preparations and Requisites

R. ADDIS & SON display a great variety of tooth-brushes in bone and celluloid. The Addis Severe Service and Prophylactic tooth-brush and the Winged dental plate brush are well in evidence.

ANZORA PERFUMERY CO., LTD., have the usual display of Anzora Viola and Anzora. Our representative was informed that the 4s. 6d. size is about to be extensively advertised, as the company believe a ready market is available.

J. & E. ATKINSON, LTD., not only called our attention to many of their old-established lines, e.g., Gold

Medal eau de Cologne, but to two of their latest creations which give promise of international reputation, namely, the Black Tulip and the Oleander perfumes. The former has been referred to on a previous occasion; the latter with its black glass bottle encased in a red gold and black lacquer box is as charming as its container is distinctive.

BLACKALLER & PLEASANCE, who are the sole agents for genuine Farina Gegenüber Eau de Cologne, divide their products into three groups: Farina Gegenüber Eau de Cologne talcum, shampoo, creams; eau de Cologne in the familiar bottles, and in addition there is a wide range of fancy bottles and gift packings, including stoppered crystal bottles and cut-glass decanters; and Farina Gegenüber Eau de Cologne soap.

T. F. BRISTOW & CO., LTD., show a choice and extensive range of perfumery and soap. Among the new packings seen were English Wallflower, Old English Lavender, and Bristow's Face Cream soap. Ichthyol soap and boracic oatmeal soap, two well-known products of the company, were prominently displayed.

F. C. CALVERT & CO., LTD., show carbolic acid preparations, including soaps, tooth powders and ointments. A most notable advance is the introduction of an easy opening band on the tooth-powder tin.

CRESSWELL BROTHERS' BRANCH, INTERNATIONAL SPONGE IMPORTERS, LTD., have as fine a display of sponges as anyone could wish to see. Chemists, we are told, do not always make the most of this class of business, which can be decidedly profitable if run on the right lines. Buyers are invited to call at the company's premises and make their own selections.

CULMAK have a specimen window display of Culmak shaving soap and shaving brushes.

EMAIL DIAMANT, 74 rue Notre Dame de Nazareth, Paris, a new comer to exhibitions in this country, exhibits John Walton's Diamond Enamel tooth paste in tubes of two sizes, and also as a solid block in three sizes.

H. B. DORLING displays a good selection of high-class English brushware—tooth-brushes, shaving brushes and toilet brushes. The new Probak razor blade is featured.

DUBARRY ET CIE are showing a comprehensive range of toilet and perfumery articles, of which both the containers and their contents convey an impression of quality, while numerous innovations prove the company to be one of the most enterprising houses in the trade. Recently we called attention to the novel bottle for Shalimar hair cream (*C. & D.*, March 22, p. 355). Shalimar face powder is now packed in a sealed container which has a "window" of transparent tissue, so that the purchaser can see the actual colour—a matter of considerable importance in these days of varying complexions. There is also a wide choice of perfumes, bath salts, soaps, skin creams, and many other toilet luxuries, to each of which belongs some distinctive appeal.

GILMONT PRODUCTS, LTD., show New-Mix tooth paste. The chief chemist, Mr. H. V. Bowler, is in attendance to explain the formula and advantages of the preparation.

J. GROSSMITH & SON, LTD., exhibit a comprehensive range of their products, including Wild Honeysuckle, Old Cottage lavender water and Parfum Jasmin. Window display terms are offered, and those unable to attend the exhibition are invited to communicate by post.

G. B. KENT & SONS, LTD., exhibit for the first time at this particular exhibition, and show a complete range of brushes. An interesting feature is the special composition handles of shaving brushes in place of bone. A folding coat hanger, each end of which is a brush, is attractive, and in its neat leather case should make a useful present.

KOLYNOS, INC., show, in addition to Kolynos products, a new antacid digestant, Bisodol.

LES PARFUMS GUELDTY, attractively presented in modern styles, will appeal to chemists who desire high-class perfumes for their discriminating customers. The Guelddy products exhibited include the new shade of powder, Abricot, an invisible shade which does not hide but accentuates beauty, and is suitable alike for



the dark or the fair. Parfum Mirage, a light spring bouquet, the new perfume, Vision de Paris, in one style of packing with the box decorated with coloured miniatures of scenes of Paris, Ador perfume, in an unusual shaped flacon of cut-glass, pear-shaped, and decorated with gold leaf and golden lotus petals at the base, were distinctive perfumes shown. Eau de Cologne of every grade of spirit, and extract Cologne, floral perumes, face lotions, new oval compacts find places in the showcases of this exhibit, effective by reason of its yellow and green colour scheme, illuminated panels, and hidden lighting.

THE HARRY A. PENNEY Co., LTD., show a number of American proprietaries. Daggett & Ramsdell's creams are presented in the new silver, black and grey packages. Glazo, a recently introduced toilet sundry, Blue Jay corn cure products, Luton and Auroral dyes, and Ex-Lax are among the other lines shown.

PEROX, LTD., feature peroxide tooth paste, and limit the sales to chemists only.

POTTER & MOORE, LTD., divide their exhibit into two sections, featuring respectively 1749 Mitcham lavender water, and the latest Old English Garden perfume, purple lilac. Coloured reproductions show views of the Mitcham lavender fields and stills, and the stand is decorated with bunches of purple lilac. A feature of the Mitcham lavender preparations is that the whole series of toilettries has been packed under the device "Lavender Girl on Pony." Attention is drawn to three new lavender lines: compressed lavender sachets in silk; powder-cream, a novelty pack in screw-top jars with mirror on the under side; and bath perfume. Coffrets are very prominently displayed. Anti-mosquito vanishing cream in jars and tubes is a new idea, and Mitcham lavender flowers and honey in square bottle with gilt cap, rings a change on the older honey and flowers. Fixodene is another new hair preparation. The centre portion of the show is occupied by a small fountain decorated with greenery and illuminated by coloured lights underneath the basin, the water being perfumed by the addition of Mitcham bath perfume, a concentrated perfume soluble in water, designed solely for addition to water, either in the bath or for other toilet purposes.

PRICHARD & CONSTANCE (MANUFACTURING), LTD., show a complete range of Amami shampoos with show and advertising matter. The Amami Elderflor series is also displayed, but of special interest is the display of manicure specialities. These have been repacked, and the green and black colour scheme adopted enhances the appearance of the presentation.

RETAIL PHARMACISTS' SUPPLY ASSOCIATION, LTD., display a comprehensive range of medicinal and toilet preparations, including Fizora seidlitz powders, brilliantines, creams, eau de Cologne and bath salts. O.A.P. antiseptic pastilles are also shown.

R. F. WHITE & Co., LTD., make a special display of Mitcham lavender soap, made at Mitcham, and there is a special exhibition offer of jasmin toilet soap. A range of medicated soaps (ichthyol, sulphur) is shown as well as Prélude perfume and toilet preparations of F. Prochaska, for which they are agents.

Among other exhibits in this section are: EDWARDS BROTHERS (toilet brushes); G. LEMOINE, LTD.; POMPEIAN BEAUTY PREPARATIONS; KOTEX, LTD.

#### Miscellaneous

ANGLO-AMERICAN OPTICAL CO. (ENGLAND), LTD., exhibit British-made optical goods and optical equipment, the special feature being Bishop's spectacle frames.

THE APOLLINARIS Co., LTD., display Apollinaris, Apenta, Vittel, Ems, Evian, Contrexéville and Vichy waters.

ARMSTRONG CORK Co., LTD., have an array of corks comprehensive both as regards sizes and qualities. The company has been making corks for nearly seventy years, and has brought the grading to such well-marked standards that the same quality can be repeatedly supplied at all times.

AUTOWAY Co. display several models of personal weighing machines. Chemists find that these machines, placed inside the shop or outside the door, are a profitable investment.

THE DEVILBISS Co., LTD., have a complete selection of nose and throat sprays, perfume sprays and sets.

ENERGEN FOODS Co., LTD., show their Energen bread, biscuits and cereal health foods.

FASSETT & JOHNSON, LTD., have a representative display of proprietaries and specialities for which they are distributing agents. New show material for Silver Cross dressings is on view, and attention is called to Mead's multi-width plaster (width 3 in. in four sections,  $\frac{1}{4}$  in.,  $\frac{1}{2}$  in.,  $\frac{3}{4}$  in.,  $1\frac{1}{2}$  in.).

WILLIAM GARDNER & SONS (GLOUCESTER), LTD., exhibit their Rapid sifter and mixer with sprayer for adding liquids to powders, etc.; grinding and dressing machine for sugar; Quick Change powder dresser for sifting through fine mesh, the feature of the machine being that the barrel is easily removed; Rapid grinder and sifter for drugs and spices; edge-runner mill; and a machine for shredding and flaking wax.

THE GENERAL OPTICAL Co. display optical equipment, including Geno trial cases, the new refractonist's chair, and an internally-illuminated test-chart. Other items are the See with Ease sun spectacles, Geno motorist's spectacle and Kylos prism binoculars.

THOMAS HARLEY.—The central feature of this exhibit is the "supper table" display, which shows rats at work on a table set out with foodstuffs, the papier mâché rat models demonstrating effectively the rodent's activities in damaging and contaminating food. This was an actual window display reproduced. New show material in colours for window or counter displays adds to the attractiveness of the stand. The display is flanked by Harley's Three Salts—non-effervescent Spa salts and the Mascot inhalant in a new pack of screw-cap phial in metal case.

THOMAS ILLINGWORTH & Co., LTD., have an exhibit the main feature of which is the display of enlargements on Illingworth's new white rough satin bromide paper, obtainable also with a cream case. Prints on Slogas paper are on view, and prominent in the arrangement is the all-British Selo roll film. A full range of advertising material is displayed.

INGRAM & ROYLE, LTD., have the usual display of mineral waters, including Vichy-Célestins, Contrexéville-Pavillon.

J. G. INGRAM & SON, LTD., who have an imposing display of indiarubber products, informed us that the Omega breast reliever is now on the P.A.T.A., and that they have reduced the prices of their Eclipse hot-water bottles.

THE INTERNATIONAL BOTTLE Co., LTD., besides exhibiting the ordinary types of bottles for chemists, are displaying glass containers for perfumery. The artistic containers are fitted with caps of metal or Bakelite, the latter being impervious to climate, spirit or acid, and obtainable in a range of colours. Products of the HAZEL ATLAS GLASS Co. are also shown.

MEGGESON & Co., LTD., in addition to their many well-established lines, have two or three others of outstanding interest. Chocasprin, for example, is a novel manner of presenting a valuable remedy. Packed in tins, Chocasprin provides the aspirin in a portable and palatable form, while the chocolate enables the most fastidious to suck or swallow it without recourse to a drink of water. Vocal Zone pastilles, iodised butter-scotch tablets and glucose barley sugar drops are other of the company's specialities which claim attention. The last-named, which contains 85 per cent. of glucose, are becoming popular all over the country in connection with glucose treatment. Messrs. Meggeson also make them with 25 per cent. of glucose, and, in addition, manufacture the old-fashioned barley-sugar sticks, with the same amount of glucose.

THE NATIONAL CASH REGISTER Co., LTD., feature models suitable for chemists. Demonstrations are given of the latest design, which offers many protective and informative features, such as issue of printed tickets, totals of business done by different assistants or under separate departments and a printed daily balance in a few seconds.

THE REMINGTON CASH REGISTER SALES Co., LTD., showing a range of models which meet the requirements of the chemist's business, have evolved a system which, by its use, every transaction is handled in the order in which it occurs, and at the end of the day a state-



ment of the business done is ready to hand showing the nature of each transaction, whether it be for proprietary articles, dispensing, photography, etc. For the chemist with a family trade there are systems which, in addition to the above, give details of cash and credit business ready for posting to the ledger.

W. J. RENDELL, LTD., are calling attention to their well-known speciality, in connection with which they are offering a showcard which chemists can display without fear of offending customers.

THE SCHOLL MANUFACTURING CO., LTD., have a complete range of foot appliances and remedies.

SELO ADVERTISING DEPARTMENT has arranged a striking display of this new British film, the joint production of Ilford, Illingworth, Imperial, Rajar (Apem, Ltd.), Gem and Wellington. The main features of the exhibit is a pair of the now familiar "Selo Soldiers" and an illuminated sign.

THERMOS (1925), LTD., feature Thermos jugs in various shapes and finishes, and vacuum flasks No. 17 with non-metal casing. The Thermos tea infuser on show is a handy contrivance for users of Thermos flasks. Bakelite jug sets in nine colours, comprising Thermos jug, tray and two glasses, are useful combinations. Other articles exhibited are half-gallon jugs and food and ice jars of one gallon capacity.

TIBO PRODUCTS (INTERNATIONAL), LTD., give special place to the Vendex automatic toothbrush embossing and selling machine, demonstrations of which are given. Rex insecticide, and the agricultural equivalent Agri-Tox, is shown together with Rinex, McCall's indigestion capsules, and Ratthanat, the last-named being a new non-poisonous rat and mouse killer.

JAMES TOWNSEND & SONS show examples of high-

class printing on labels, showcards, seals and cartons. A display of packed pharmaceutical products, to show the improvement effected by neat labels, attracts attention. Suggestions for leaflets, booklets and catalogues are supplied and sketches suitable for the product to be marketed.

UNITED GLASS BOTTLE MANUFACTURERS, LTD., show a large variety of bottles for dispensing and chemists' uses, and samples and specimen cases of bottles on view illustrate the U.G.B. washed and sterilised medical bottle service. As screw-cap bottles are now in demand, samples are shown with attractive rustless white enamelled and aluminium caps.

VISCOSE DEVELOPMENT CO. again show many examples of the effectiveness of their well-known bottle caps, both from utilitarian and aesthetic points of view. The caps can be supplied both wet and dry, while the latest lines of progress enable the company to supply a two-colour cap or printed with a trade mark or design.

G. H. ZEAL, LTD., have long since established a reputation as one of the leading manufacturers of clinical thermometers, notably with such lines as the Repello (which requires no shaking down) and the Aseptic (the act of reading ensures that the instrument is cleansed), but it should not be forgotten that the company also make a wide range of industrial instruments, including thermometers and hydrometers for chemical manufacturing, brewing, gardening, household and other purposes. Many examples of these are on view at the stand.

Among other stands worth a visit are BEATSON, CLARK & CO., LTD. (bottles); THE CLAROCIT CO., LTD.; THERMOGENE CO., LTD.; HERMETOS VACUUM FLASK FACTORY, LTD.

## Gleneagles

By Alexander Robertson

*(The Scottish Chemists' Golf Tournament was played over this famous course recently.)*

A WIND-SWEPT sky, heavy rain clouds, with trailing mists rent here and there to show patches of clear blue beyond. A little knot of players on the first tee and a stream of people walking to and from the clubhouse. Such is our first view of Gleneagles.

We recognise many faces as we struggle along, clubs in the one hand, an attaché case in the other. Here we are on the tee, and there's our friend with the ballot. Cordial reunions are being made on all sides when the starter, in his quaint old-fashioned gillie's uniform, calls out "Quiet, please, gentlemen!" Then, smack! and the first pair are off. Soon it is our turn, and we face the green fairway of Dun Whinny, with that awful bunker to the left and those equally awful whins to the right. A fidgety address, a moment's concentration, and we have driven off.

Comforted by having got creditably off the spectator-lined tee, we enjoy the view as we walk up to our ball—the glorious hills in the distance, cleft by the beautiful Glen Devon. The rural scene contrasts strangely with the palatial hotel at our backs. We fuzzle the next one, lifting some yards of turf, the second is little better, and then the third. What a hole! A perfect mountain to cross before we reach the sanctuary of the green. We still have a chance of scoring for the best fifteen holes; but, alas! the fifth, the famous Het Girdle, puts an end to all our hopes. Now the rain comes on, and it lashes at us as we plod along. Gleneagles can be heart-breaking when you're playing against both a card and the weather. Through the drifting rain we see the town of Blackford, and, farther on, Carsbreck Loch, of Bonspeil fame. Soon the sun is breaking through and the breeze quickly dries us. We have steadied up now.

Creature comforts are in sight, and we go in for lunch, where renewed acquaintances are made. Representatives who call upon us, friends from neighbouring towns, strangers from farther off, whom we have played against in previous

years. During luncheon a friendly foursome is fixed up for the afternoon, and, after a pipe and a chat with old friends, we set out again, for the Queen's course this time. Free from the strain of competitive golf we determine to show better form; but lunch has been too much for us, and for a hole or two we flounder, till about the fifth, when we suddenly strike the top of our form.

All trace of rain has gone now; the sky is blue and the wind only a pleasant breeze. We hear the call of the curlew, bringing memories of heather and wind-swept moors, and the plovers hover round us as we search the rough for a lost ball, warning us in no uncertain tones to avoid their nest. All around us are the eternal hills, some still wearing their winter caps of white. We might, for all the world, be the only people for miles around. That is one of the wonders of Gleneagles. Every hole runs in its own little valley; seldom does one see one fairway from another. And so, chaffing and thoroughly enjoying ourselves, we come to the eighteenth hole. The tee on top of a ridge some hundred feet high; in front, a pond with bull-rushes and a rustic bridge, and, beyond, the rolling fairway. Once more to the clubhouse—for tea now; there is a call for all available to gather on the balcony.

The prizes are being given out by two gentlemen who have travelled up from the South to honour us by their presence—Mr. Gamble (Allen & Hanburys, Ltd.) and Mr. Pears (A. & F. Pears, Ltd.). Many of the prize-winners are still out on the course, so the ceremony does not take long. The speakers are thanked for their presence and activities on behalf of pharmacy; the match secretary is thanked, and ceremony is over. At last our day draws to a close, and we gather for a last wee one in the club-house. Forty-six holes is a good day's golfing, but we are all in the best of spirits. Renewed expressions of good-will are exchanged, and we depart. And that's Gleneagles over for another year.



## Pharmaceutical Society of Great Britain

### Branch Meetings

**Ayr.**—A district meeting of the Glasgow and South-Western Scottish Branch was held at Ayr recently. Mr. W. Spence Culbert (chairman) presided, and was supported by Mr. L. Moreton Parry (president of the Society) and others. There was a large attendance, and the chairman expressed the pleasure that they all felt in having Mr. Parry present. Mr. Parry expressed his pleasure at visiting the ancient town of Ayr, and put forward a plea for unity, in view of the expected legislation that might follow the Departmental Committee's report. Mr. J. Rutherford Hill gave an address on *How Pharmacy May be Affected by the Local Government (Scotland) Act, 1929 (C. & D., March 15, p. 317)*. Among those who took part in the discussion were Messrs. Cox, Nicolson, MacLeod, Meldrum, Gemmell and Guthrie. Mr. Hill replied to the questions raised.

**Edinburgh.**—A meeting of the Edinburgh and South-Eastern Scottish Branch was held on April 9, Mr. David Harley (Musselburgh) in the chair. The chairman said that since the last meeting they had lost by death two well-known senior members, Mr. J. H. Fisher (Dunfermline), and Mr. W. M. Manson. The report of the Departmental Committee on the Poisons and Pharmacy Acts had at last been published, and he called upon Mr. J. Rutherford Hill to address them on the subject. Mr. Hill explained the evidence which had been submitted by the Society to the Departmental Committee. Much of that evidence had been ruled out of order owing to the interpretation of the remit to the Committee as being limited to poison legislation only. Though this was ruled out by the Committee, it would nevertheless be of great value in dealing with the fuller aspects of the practice of pharmacy alluded to in Mr. F. W. Gamble's very able minority report. Mr. Hill explained the grounds on which the Council had resolved to make the Bill a basis for negotiation with a view to securing a comprehensive Pharmacy Bill. Neither the Council nor any member of the Council was committed to the Bill as it stood, and a special committee had been appointed to frame necessary amendments. The situation was undoubtedly critical, but it also offered a great opportunity for a whole-hearted and united endeavour to place the profession of pharmacy on a more satisfactory footing than it now occupied. From the beginning the aim of the Society had been to limit the practice of pharmacy to duly qualified pharmacists. This had been partially attained under the National Health Insurance Acts. They would also require to adhere firmly to and press very strongly the principle that the personal qualification of the vender of a poison is the only real guarantee of public safety, and that without this essential condition mere mechanical regulations have no real value. After discussion the chairman moved a vote of thanks to Mr. Hill, which was passed with acclamation. In replying, Mr. Hill said that while, like the Council itself, they had many criticisms to make and amendments which must be secured, he gathered that the general sense of that large meeting was in favour of the policy indicated by the Council, and that they would give the Council loyal and united support in the endeavour to secure satisfactory legislation on a wider basis, applying not merely to poisons but to the whole matter of the practice of pharmacy.

**London (W.).**—The annual meeting of the West Metropolitan Branch took place on May 14, Mr. T. Morley Taylor (chairman) presiding. The report and the financial statement were adopted. A change took place in the *personnel* of the committee, Messrs. Hodgetts and Underwood being elected in place of two retiring members, Messrs. Bonner and Lester, who were thanked for their services. Prizes were presented to the winners of the essay competition for students and apprentices, Miss Dorothy Innes and Miss Joan Melhuish.

## Association Meetings

**London (S.-W.).**—The annual meeting of the South-West London Chemists' Association and Branch of the Pharmaceutical Society was held on May 23, Miss A. T. Borrowman (president) in the chair. Among an unusually large attendance were Mr. A. R. Melhuish (vice-president of the Pharmaceutical Society), Mrs. Freke, Messrs. John Keall and F. G. Wells (members of Council). The report of the treasurer (Mr. F. G. Wells) was satisfactory, and showed a profit on the year of about £20 and a good balance in hand. The reports of the general secretary (Mr. H. G. Tibbett), the social secretary (Mr. J. E. Jones), and the sports secretary (Mr. J. E. Monaghan) revealed a successful year in all spheres. These four reports were received and adopted, and the auditor (Mr. W. H. Goy) was thanked. The president (Miss A. T. Borrowman) thanked her officers for the help they had given her, and for the amicable way in which they had worked together. The following resolution was proposed by Mr. E. Skues, seconded by Mr. J. E. Jones, and passed unanimously:—"That the London County Executive Committee be asked to consider action with regard to wholesale firms who are supplying 'Own Name' packed goods and other branded articles, to co-operative societies, exactly similar to those supplied to private chemists." An address was delivered by Mr. F. W. Gamble on *The Report of the Departmental Committee* (see p. 669). Questions were asked by Mrs. Freke, Messrs. Brook, Dewey, Fitch, James, Keall, Loxley, Monaghan, Rowland, Shakerley, Skues and Wells, and were all ably answered by Mr. Gamble. Appreciation of the address was expressed by Mr. A. R. Melhuish, and a vote of thanks to Mr. Gamble was proposed by Mr. Keall and seconded by Mr. Wells. The lateness of the hour necessitated an adjournment of the meeting.

**Scottish Pharmaceutical Federation.**—A meeting of the Executive Council was held in Edinburgh recently, Mr. A. A. Dick (president) occupying the chair. The following indemnity claims against members were reported:—(1) Illness caused to a lady through wrong instructions on bottle of medicine containing hydrocyanic acid. Claim settled for £15 10s., plus £1 1s. (2) Lady struck by window brush when passing shop. Claim settled for £20 and £3 3s. costs. (3) Damage to customer's clothing through faulty cork in bottle containing nitric acid. Claim settled for £2 10s. (4) Damage to coat through hook projecting from wall of shop. Reported that Federation could not deal with the matter as the member had inadvertently not paid a subscription for his (branch) shop as asked to do on different occasions. Shops Acts matters in Glasgow: a report of meetings with the chief shops inspector and others was given and correspondence submitted. Price-protected photographic goods and societies' dividend vouchers: a report was given of the Federation's work in connection with this matter, a letter was read from the Photographic Dealers' Association, London, conveying a resolution of thanks to the Federation for its valuable assistance. Report of Departmental Committee on the Poisons and Pharmacy Acts: it was remitted to a sub-committee to go into the matter and report. Trading stamps in Glasgow: it was reported that the use of trading stamps by chemists had entirely ceased.—As the result of the recent election, the following are the members of the Executive Council for 1930-31:—Aberdeen and North-Eastern Area: R. Alexander, Strichen, and M. K. Watt, Aberdeen. Dundee and East and Central Area: James Duff and James Ferrier, Dundee, Edinburgh and South-Eastern Area: W. G. McNab, Gorebridge; Peter Nisbet, Leith; James V. McLaren, Kirkcaldy; and B. Cartwright, Galashiels. Glasgow and South-Western Area: P. M. Duff and Harvey P. Arthur, Glasgow; Alex. A. Dick, Bellshill; W. S. Culbert, Airdrie; Martin Meldrum, Ayr; and John Weir, Clydebank. Inverness and Northern Area: One representative to be appointed by new Executive, as vacancy.



# Pharmaceutical Society of Ireland

## Welcome to the Papal Nuncio

A DEPUTATION representing the Council of the Pharmaceutical Society of Ireland waited on his Excellency the Most Rev. Paschal Robinson, O.F.M., the Papal Nuncio to the Irish Free State, at the Nunciature on May 20, for the purpose of presenting him with an address of welcome. The deputation consisted of Mr. Francis J. Fitzpatrick, P.C., president of the Society; Mr. Denis J. Nugent, vice-president; and Mr. James J. R. Kerr, P.C., registrar. They were received by the secretary, Monsignor Riberi, and introduced to his Excellency.

Incipit clavis sanationis elaborata p venerationem virum magistri Simonem Januensem domini pape subdyaconum et capellanum medicum quondam felicia recollectionis domini Nicolai pape quarti q fuit pater de ordine munda-

Domino suo proprio domino magistro Lapano domini pape capellano canonico parisiensi Simon Januensis subdyaconus scripsit et debito commendat. Opusculum iam dudum a vobis postulatam quasi quid vile continens cum quantis potui diligentia qualiter ceteris ad finem vestrum perducitur ingenio vestro dirigere censui iudicandus: et si supplex rogatus de-ter audacia et contumaciam admodum tantis philo- sophie culmen adduximodum vilia non dedigne- tur defendere. Nec certe mihi deest ad impe- rio vestro presumptum. Nam vos ipse docipulus mihi iussistis. Magnam enim in eo partem ve- stram sentio. Et si caliginabile quicquid conner no- minis vobis q mibi habetis ignoscere. Cogno- scere namqz qui ipse scripsit. Idcirco si quid vile continet vobis ascribendum est: possessio enim vestra est et opus et auctor. Subscripta prefatio non vobis et vobis dirigunt sed vi cum ceteris filijs et et libet in publicum dirigunt.

Enceps vero magistro Simon Januensis domini pape subdyaconus et capellano canonico Rothomagensi ami- colio carissimo tanqz fratri. Campanus eius- dem domini pape capellanus canonico parisiensi salutem et quicquid est optabile sane me- ritum. Grande donum nuper a caritate vestra recep- per religiosam vires priorem de pauciano: qd fuit me ad imitandam et receptum cum qua- to beneficiis fuerat diuina expectatum. Idcirco- sis enim mihi datus sanationis line qua apud la- tinos non videret a de ingenio sanatus. Ego enim vestrum librum sic intitulavi: Clavis sana- tionis elaborata per magistrum Simonem Januensem domini pape subdyaconum et capella- num medicum quondam felicia memorie domini Nicolai pape quarti qui fuit primus de ordine munda- tum. Quippe quodammodum per daudem est ingressus in domum: per librum vestrum est ingressus in cognitionem curarum: gritudinis Nam per ipsum inuenitur res ad hanc curam necessarie sicut in domo p daudem aperta inue- niunt res vilius humanis accomode. Sed in magnam admirationem mihi venit pfecti libri editio: quo continetur rerum q quibus agitur vilius valde distinctio et dictorum irrefragabilis certitudo. Et quibus apud nos sit librorum co- pia copiosa: singulari tamé donus dei reposito q- ca per vos cum tanta potuerit clementia per- inuenire copulari. Non enim vilius occul-

tanda meritis statim similis seruo neqz qui ta- lentum receptum a domino suo abiciat sed sub- terra. Proferunt cum veritas ipsa dicat omni- potenti retribuere. Nec absone: quia nullo bibe- mus quod ab illa veritate non accepimus dicere apollo. Quid habes quod non accipis. Nec timeas si liber vester procedat in lucem: quoniam totus lucidus est et in eo tenebre nulle sunt. Et qui solan nitetur aliquid eius infringere: cadet sub robore testium inducorum. Sandete igitur carissime v magni vigilas labore quem pro illius operis compilatioe posuistis. Quoniam latinitatis doculus erere per necessarius in- genij sanitatis circa quod versatur tota scientia medicine: sicut ara non habet effectum sine ar- tificis qui habeat convenientia instrumeta: sic nec medicas sanare pot si non habeat rerum quas in lucem posuistis notitiam pleniorum. Cognita non plene medicine nomina rerum. Idcirco propositum qui videri artia opus. Si quidum voluit tandem non posse negatur: Ad verum fati hoc voluisse fati.

Debat. S. discere et docere posse res sine nominibus. Memo parui et- itilinet a nominis ignorantia decipi. Turbaratur parumper. S. ob nominum con- trouersiam otium litigium. Contrerasat mens media ab eodem errore tam complente non pue qz egri vite iminere periculum. Sunt me- dachinarum simplicium quorum de multa peregr- na vocabula: quorum quedam a grecis: quedam vero ab arabica lingua deducta sunt. Plonalla s qz latina veritate idiomatus dubia ad quo- rum omnium agnitione non opus est asserione facili sed deliberatio iudicio ne vt neglecti modi co- gene et irreparabile occurrat respiciendum. Quid nam languenti et ate vram speranti q ne- scias: Cum tribus pro salutaris mortiferum pu- ta ragnauit exultare refugium. No est tam parubus humana conditio vt cum announce vira dependet. Necio in ope medicine cuius ma- gis nec saria sit cognitio qz bumane pit. Of- obit corporebus: hec a simplicibus in medicina et- edibabab obigenem et veluti a primis elemenis fundamina hec sciri oportet per nomina. Nam sine proprio nomine quicquid vitrite cognosca- tur. Quapropter ad hoc: cum scirene indagatio- nez uia qz importuno studio incipis probui: vt per triginta scire annos quicquid ad id fieri po- tuit non obui. Et quanto minus sufficientem ad tale me reperi: tanto effusus in rebus etia- bobus me subge: vt videlicet qz inueniaz ferti- potredigerem: ac vtilitatem publice comodare et id ipsum solui mihi tantilaboris premii desti- nauit. Est namqz ad erroref affectus qz ad em- genter cotagendos vt arbitror satis valeo opu- sculum in quo non modo gnoia: veritatem

spared to see their people steadily advance in the domain of social improvement. They knew this to be an object close to his heart, and a principal mission entrusted to him by his King and Pontiff to whom, through his Excellency, they sent their most cordial and most respectful salutations.

His EXCELLENCY, in the course of his reply, expressed his appreciation of what had been said as regards the attitude of the Church towards the science in which they were particularly interested. They were not unaware of what the Popes, the most important patrons of all true science, had done to foster the progress of medical science and the development of pharmacy. It must suffice to recall a single instance, namely, the encouragement given by Nicholas IV to Simon de Cordo, commonly called Januensis, who completed in 1292 a work entitled "Clavis Sanationis," an elaborate explanation of medical and pharmaceutical terms in use at that epoch. The work took him thirty years to compile, and was the best of its kind up to the close of the mediæval period. They were likewise familiar with the fact that from the early Middle Ages they constantly met with monks and other religious men possessing a wide knowledge of pharmacy and writing largely on the subject. In this connection two outstanding works called for a passing mention: the "Physica," a description of drugs from the three kingdoms of nature written in the twelfth century by St. Hildegard, then Abbess of a Benedictine monastery near Bingen on the Rhine, and the "Pharmacopœia Persica," an encyclopædia of pharmacy translated from the Persian into Latin by a Carmelite Friar, Père Ange de St. Joseph, which appeared in 1681. How diligently pharmacy was studied in the monasteries all along was shown by the numerous MSS. (mostly still unedited) to be found in the national and other libraries of various countries. One such work had recently been published by the Clarendon Press, a treatise by Roger Bacon dealing with "The Cure of Old Age and the Preservation of Youth." The book contained, besides a long list of drugs then known or discoverable, a discussion of their efficacy and directions for their use. From this point of view the volume might not be perhaps alto- gether without interest to the Pharmaceutical Society, and he should like therefore to be allowed to offer it to their library as a slight token of his gratitude and appreciation. Needless for him to add that he would convey to the Holy Father in due time the eloquent expressions embodied in their address.

The PRESIDENT thanked the Nuncio in suitable terms for his gift to the library, and added that it would be deeply prized.

## Pharmaceutical Society of Trinidad and Tobago

At a meeting of the Pharmaceutical Society, held recently, Mr. H. Joseph, retiring honorary secretary, appealed for co-operation and a continued agitation for the "rights of druggists."

The secretary said the report which was rather belated was his eighth annual report. The faithful few were still endeavouring through good and ill, by organised effort to hold aloft the standard of pharmacy in the colony. The task was not easy, as members of the profession were chronically indifferent and failed to appreciate the value of organised effort.

The assistant secretary of the British Guiana Chemists' and Druggists' Association visited them and was entertained. The question of federation and unification of pharmacy in the British West Indies and British Guiana was discussed.

Finances were still a sore point. The amount collected including last year's balance was only \$89.49 and their expenses \$48.69, leaving a balance of \$30.88. The treasurer also read the report for the year.

The election of members resulted as follows:—Mr. F. E. Grant, president; Messrs. J. F. Nelson and H. Joseph, vice-presidents; Mr. Percy Philip, honorary secretary; and Mr. R. McCarthy, treasurer; Messrs. Walcott and Mathison, members of the executive.

FIRST PAGE OF THE OLDER OF THE TWO BRITISH MUSEUM COPIES OF SIMON DE CORDO'S "CLAVIS SANATIONIS."

The arrangement of the book, the folios of which are not numbered, is alphabetical. The name of the Venetian printer and the date "MCCCLXXXVI. die xiiij. Novembris" are given at the end, together with "Laus Deo. Amen."

The REGISTRAR, at the request of the president, read the address, which stated that whilst primarily concerned with the promotion of spiritual good, the Church had ever had concern for the health of the weak, the alleviation of pain and suffering, and the provision of remedies against disease and distress. They rejoiced that his Excellency came among them as the representative of a State which desired that all should live in peace, in health, and in harmony. The arts and sciences had been encouraged and fostered by his Holiness and by his distinguished predecessors. It was meet then that they should wish his Excellency every blessing and happiness, and pray that he might be



# Some Election Memories: The End of a Decade

By Herbert Skinner, Ph.C.

BEING an old campaigner, the C. & D. leaderette on the Council election was sufficiently interesting to induce me to look up my records. The last election closed a decade of strenuous work in pharmacy, and provides material from which some conclusions can be drawn of the progress which has been made. The previous decade came after the 1908 Act, and pharmacy had truly begun to gain a wider vision. It provided us with the first fight over National Health Insurance. Consolidation of position was necessary, but before it was completed the war came. The last election of that decade was in the by-law year of ever-stimulating memories, friendships and associations. There were twenty-two candidates, and 6,138 members polled out of a possible 9,582—that is, 64 per cent. voted, the highest we have had. The votes were too widely distributed; number one on the poll, at first time of asking, was "Alick" Keith, showing 29 per cent. of the members, while number eight, Mr. Herbert Antcliffe, polled 20 per cent.; the one below him was a member of the Council, Mr. Cuff. It was an election to quicken the blood stream, and cost a lot of money. The first year of the present decade was Mr. Neathercoat's year, when he polled 85 per cent. of the effective votes, and won, too, his first year of presidency. In 1922 a greater increase was shown by the leader through the Glyn-Jones advocacy of a well-known man in pharmacy, and the record stands alone, being 90 per cent.; but there was another vacancy, which Mr. Marns secured. The following year there was a slump to 77 per cent., which Mr. Neathercoat raised at the next election to 86 per cent., and, strange to say, lost the presidency. The following was a crisis year similar to 1930. Mr. Sargeant was president, and the crisis was again over by-laws for framing educational change. The effective votes obtained by the first of the elected members, the previous maximum, receded to 64 per cent., and a member of Council lost his seat. The figures of 1930 are worthy of attention. There was 52

per cent. of effective votes; the highest elected received 31 per cent. of these votes, and the highest of the defeated, a member of the Council, received 21 per cent. Mr. Neathercoat showed a recession, his figures being 60 per cent. of the effective votes, against 86 in 1924 and 72 in 1927. One lesson the defeated may draw from these figures: they need not be downhearted. The charm of it is that the keenest fight over the Pharmacy and Poisons Draft Bill is likely to begin a new decade, so there should be some jolly times ahead. The number of candidates makes a big difference, but there is as much art as artfulness in fighting an election. Concentration on a live focus is good advice. The following table is illuminating as an illustration of the vagaries of electioneering and the painful process of rationalisation:—

Year	Number of members	Percent- age polled	Percent- age of members to No. 1	Percent- age to No. 8	Percent- age of the polled to No. 1
1920 ..	9,582	64	29	20	46
1921 ..	9,732	41	35	18	85
1922 ..	10,300	40	36	16	90
1923 ..	10,416	39	28	20	77
1924 ..	10,773	44	37	22	86
1925 ..	11,224	46	31	25	64
1926 ..	11,415	43	31	22	71
1927 ..	12,078	52	38	17	72
1928 ..	12,417	43	32	14	75
1929 ..	12,522	45	32	12	71
1930 ..	13,225	52	31	21	60

The figures of 1927, '28 and '29—normal years, as representing the highest of the rejected candidates in possible votes—are too obvious for further comment. It is only the stressful years which show a member of Council defeated in any contest.

## A Fiftieth Anniversary

ON the occasion of the centenary of Southall Brothers & Barclay, Ltd., Charford Mills, Saltley, Birmingham, in



MR. T. BARCLAY

1920 we gave (1920, I, 197) details of the origin and progress of the business from its foundation by Thomas Southall, who had been a retail chemist at Leominster. May 29 is the fiftieth anniversary of another important event in the history of the company. On that day in 1880 letters patent were granted in respect of the sanitary towels now forming one of the principal proprietaries of the company. The sale of this article has become an important feature of Messrs. Southall's trade, and last year thousands of tons of raw cotton and yarn entered

their factories for conversion into this and other appliances. We take the opportunity of publishing a recent portrait of the chairman of the company, Mr. Thomas Barclay, who entered the business in 1896, and after a varied experience, departmental and otherwise, succeeded his father, the late Sir Thomas Barclay, at the head of affairs.

## May Drug Tariff

THE following are the chief alterations for May in the Insurance Drug Tariff for England and Wales:—

*Higher.*—Borax pur. pulv., 47s. cwt.; glycer. belladon., 6s. 6d. lb.; menthol, 2s. 2d. oz.; ol. caryoph., 12s. lb.

*Lower.*—Acid. citric. pulv., 2s. 10d. lb.; acid. tartaric. pulv., 2s. lb.; adeps præp., 1s. 3d. lb.; atropina, 3s. 9d. dr.; atrop. sulph., 2s. 6d. dr.; collod. bellad., 11d. oz.; collod. salicylic., 1s. 1½d. per 4 oz.; creosotum, 1s. 2d. per 4 oz.; dec. sarsæ jam. co. conc., 6s. 6d. lb.; dec. sarsæ jam. co. ex conc., 9d. lb.; ext. opii liq., 7s. lb.; ext. opii sicc., 8s. oz.; glycer. acid. tannic., 2s. 4d. lb.; glycer. thymol. co., 11d. lb.; lin. camph., 1s. 10d. lb.; lin. opii meth., 5s. 3d. lb.; liq. bromodi co., 7s. 6d. lb.; liq. cocci, 8s. lb.; liq. opii sed., 9s. lb.; liq. strych. hydrochl., 2s. 6d. lb.; lithii carb., 10d. oz.; lithii cit., 11d. oz.; ol. carbolat., 1s. 10d. lb.; ol. limonis, 8s. 6d. lb.; ol. olivæ, 10s. gal.; tr. aloes, 3s. 10d. lb.; tr. calumb., 1s. 1½d. per 4 oz.; tr. hamamel., 3s. 10d. lb.; tr. opii, 8s. lb.; tr. opii ammon., 6s. 6d. lb.; tr. valerian., 5s. lb.; ung. resorcin, 2s. 8d. lb. Bandages: Flannel, 3 in. x 6 yds., 16.0d.; muslin, 2½ in. x 6 yds., 2.2d.; 3 in. x 6 yds., 2.5d., 4 in. x 6 yds., 3.0d.; plaster of Paris, 3 in. x 5 yds., 16.1d., 4 in. x 5 yds., 18.2d.

**EXPORT TAX ON TIN, SILVER AND BISMUTH.**—A recent Bolivian law authorises the imposition of an export tax of 0.20 boliviana per metric hundredweight on tin, silver and bismuth exported from the department of Cochabamba, Bolivia.



## Trade Notes

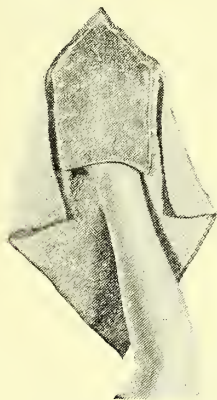
VELROSA CREAM is offered by Nicholls & Carroll, 22 Ely Place, London, E.C.1.

EUREKA fly spray is marketed by Tomlinson & Hayward, Ltd., manufacturing chemists, Lincoln.

ANTIPON LABORATORIES, 16-30 Provost Street, London, N., announce that their well-known product is to be available in tablet form on June 2.

POOLE'S D. & P. SERVICE, 149 Fleet Street, London, E.C.4, make an announcement of interest to photographic dealers on another page of this issue.

THE J. B. WILLIAMS Co. state that Mr. W. H. Thomas, 50 Union Street, London, S.E.1, has been appointed distributor of their preparations in this country.



THE FENTON MANUFACTURING Co., 13 Bartlett's Buildings, Holborn Circus, London, E.C.4, have placed on the market a novelty in the way of face cloths. Among the advantages claimed for the Purefect combined face and bath cloth is that slipping is prevented, there is no risk of scratching the skin with the finger nails, it lasts longer than the ordinary washing square and is highly artistic.

In the two-colour section of the advertisement pages of this issue will be found announcements by AUTOMATIC WEIGHING MACHINE Co., LTD.; STAFFORD ALLEN & SONS, LTD.; POTTER & CLARKE, LTD.; and W. J. RENDELL, LTD.

MANUFACTURERS and large buyers of toilet preparations will be interested in the advertisement of Andersen & Bruuns Factories, Ltd., Copenhagen F, in this issue. The company's representatives in this country are C. L. Bencard, Ltd., 143A Wardour Street, London, W.1.

PHOTOGRAPHIC COMPETITIONS. — Johnson & Sons, Manufacturing Chemists, Ltd., Hendon Way, London, N.W.4, are again conducting photographic competitions for amateurs who use their Daylight paper. A leaflet giving full particulars will be sent on application. The company inform us that the entries for the flashlight competition, which closed recently, were extremely gratifying.

WINE VINEGAR. — Purchasers of oil for the making of salads are desirous of obtaining the best quality; they also require vinegar, and for the purpose of salad dressing it is equally important that the vinegar should be of suitable strength, aroma and flavour. Jules Duval & Co., Ltd., 3 and 4 Water Lane, London, E.C.3, are offering French wine vinegar answering these requirements, which is packed in reputed pint and quart bottles and in casks. A sample will be sent on application.

SUNBURN LOTION. — John Bell, Hills & Lucas, Ltd., Oxford Works, Tower Bridge Road, London, S.E.1, are offering a sunburn lotion prepared with colloidal calamine and witch hazel. From the sufferer's point of view such a lotion is most effective, and the company inform us that they believe that as the result of experience they have overcome every drawback which can possibly occur through storage, display and distribution. The lotion is attractively packed in 3-oz. and 4-oz. bottles, with the chemist's name and address printed on the label. There are also suitable showcards available.

WHITSUNTIDE HOLIDAY. — Allen & Hanburys, Ltd., inform us that their Bethnal Green offices and works will be closed on June 9. Urgent orders should be sent to the Vere Street branch, London, W. — Thomas Tyrer & Co., Ltd., Stratford, London, E.15, announce that their premises will be closed from Friday evening, June 6, to Tuesday morning, June 10. — Bayer Products, Ltd., 19 St. Dunstan's Hill, London, E.C.3, state that their premises will be closed from June 6 to 10, during which time any of their products urgently required may be obtained from John Bell & Croyden, 50-52 Wigmore Street, W.1.

PORTIA CORN PLASTERS. — Solport Brothers, Ltd., 184 Goswell Road, London, E.C.1, have in this issue a coloured inset containing a postcard of unusual value, since on sending it to the company the chemist will receive, free of charge, four boxes of plasters, which may be retailed at, say, 2s. We understand that Messrs. Solport are convinced that chemists would increase their turnover and profit on Portia corn and bunion plasters if these were arranged in a manner suitable for counter or window display. With this end in view the plasters are now supplied in a modern style of packing, and may be obtained through the usual wholesale houses.

KNOWN, ADMITTED AND APPROVED REMEDIES. — Newberys Wholesale (Francis Newbery & Sons, Ltd.), 31 Banner Street, London, E.C.1, on another page give a list of the preparations distributed by them in this country which from June 1 will be labelled with the formula and a disclaimer of proprietary rights. Present stocks may be sold without being relabelled. Writing in regard to Vick brand Vapour-Rub, Messrs. Newbery state that the rapid sales of this preparation make it probable that new supplies will soon be in the hands of all chemists, but old stock may be sold freely, and recommended for summer colds, headaches, bites, hay-fever or similar ailments.

STEVENS & MANNING, sieve manufacturers, 95 Park Street, Southwark Bridge, London, S.E.1, have sent us particulars of an interesting sifting machine. This apparatus, the Blutergess, is of French origin; it sifts from 6 to 300 fine; has no brushes, and it is claimed that the cloths, which can be changed in five minutes, cannot tear, and do not clog with damp products. Among the representative output figures given are: Chalk, 150 fine, 6 cwt. per hour; starch, 70 fine, 4 cwt. per hour; zinc oxide, 200 fine, 4 cwt. per hour; sugar, 120 fine, 4 cwt. per hour. Further details of this and of the various sieves which the firm manufacture will be of interest to most C. & D. subscribers.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1930, p. 341.

(From "The Trade Marks Journal," May 7, 1930.)

"LIVABLISS"; for a medicine (3). By K. A. Stewart, 24 Sackville Street, Manchester. 511,299.

"PRENTABS"; for medicinal chemicals (3). By W. George's Surgical & Drug Stores, Ltd., 10 and 21 Green Street, Leicester Square, London, W.C.2. 511,512. (Associated.)

"PANCRINOL"; for medicinal chemicals (3). By Laboratoires du Docteur Debat, 60 Rue de Prony, Paris, France. 511,689.

"NEOCAT"; for surgical catgut, etc. (11). By R. Graf & Co. A.G., 16 Gleissbühlstrasse, Nürnberg, Germany. 511,515.

"TURKNIT"; for face cloths (25). By Putnam Knitting Co., Inc., 17 Jackson Avenue, Cohoes, New York, U.S.A. B140,157.

"CHARITHO BEAUTY PRODUCTS"; also with label design including device of roses (Device of Roses disclaimed); for perfumery, etc., and for a toilet skin preparation (48). By C. Thornfield, 1 to 3 Brixton Road, London, S.W.9. 510,617/618. (Associated.)



## Births

Notices for insertion in this column must be properly authenticated.

COX.—At a nursing home, on May 15, the wife of W. Marshall Cox., Ph.C., 13 Gurney Road, Southampton, of a son.

CUZNER.—At 2 Stanley Avenue, Beckenham, Kent, on May 16, the wife of H. Roy Cuzner, chemist and druggist, of a daughter.

## Marriages

LESLIE—HUNTER.—At Newton-on-Ayr New Church, on May 21, James Kennedy Leslie, chemist and druggist, to Margaret Murray Hunter.

FLOWMAN—ASHLEY.—At Endcliffe Wesleyan Church, Ecclesall, Sheffield, on May 5, Walter Brownhill Plowman, chemist and druggist, to Muriel Irene Ashley.

WARD—SMETHURST.—At Conisborough, on May 23, Robert W. L. Ward, M.B., Ch.B., younger son of Mr. W. J. Ward, chemist and druggist, Doncaster, to Gwendoline K. Smethurst.

## Deaths

AINSLIE.—At Craig House, Edinburgh, on May 9, Mr. William Wood Ainslie, chemist and druggist, aged seventy.

COOPER-KEY.—At 14 Sussex Mansions, South Kensington, London, S.W., on May 28, Major Sir Aston Cooper-Key, C.B., aged sixty-nine. Sir Aston Cooper-Key served in the Egyptian campaign in 1882, and joined the Home Office staff in 1898. He was appointed Chief Inspector of Explosives in 1908, and retired in 1926. He is the author of text-books on the subject in which he was an expert.

HODGSON.—At 223 Lower Clapton Road, London, E.5, on May 8, Mr. John Duncanson Hodgson, chemist and druggist, aged sixty-five.

JONES.—At the Royal Infirmary, Liverpool, on May 8, Mr. William Maurice Jones, Rowen, Conway, father of Mr. H. Humphreys Jones, F.I.C., Ph.C. (principal of the Liverpool School of Pharmacy), aged seventy-seven. Mr. Jones served for a long period on the Caernarvonshire County Council, and was an elder in the Presbyterian Church for fifty-five years. He is survived by a widow, four sons and two daughters. At the funeral, which took place at Llanrwst on May 13, the Pharmaceutical Society of Great Britain was represented by Mr. L. Moreton Parry (president).

KELMAN.—At Ayr, on April 30, Mr. John Kelman, chemist and druggist, aged fifty-four.

SARGEANT.—The funeral of the late Mr. F. Pilkington Sargeant, Ph.C., barrister-at-law, of Leeds, took place on May 24 at Meanwood Parish Church. The remains were interred in a new grave which, by special request, had been lined and carpeted with ferns and fresh green leaves. Prior to the burial a short service was held in the church, conducted by the Rev. W. Alexander Fleming, M.A., of Buslingthorpe, who also performed the last rites. The mourners included Mr. and Mrs. Frank P. Sargeant (brother and sister-in-law), Miss E. P. Sargeant (sister), Mr. and Mrs. J. S. Sargeant, of Boston, Lincs. (nephew and niece), Mr. Tom Sargeant and Mr. Fred Sargeant (nephews), together with personal friends, including Mr. and Mrs. C. S. Cathcart and family of Meanwood, Miss M. E. Wood, of London, Mrs. Roberts and Mr. Hainsworth, of Leeds, Mr. E. Overend, of Leeds, Mr. and Miss Armstrong, and Alderman C. A. Critchley, Ph.C., of Blackburn. Among

others present were: Mr. L. Moreton Parry (president) and Mr. H. Antcliffe, representing the Pharmaceutical Society of Great Britain; Mr. J. Judge (president) and Messrs. Beacock, Shooter, Crummack, Long, Murray, Hazelgrave, Rothstein, Preston and Costello (Leeds Branch of the Society); Mr. H. Humphreys Jones (Liverpool Branch of the Society); Mr. S. J. Kirby (president) and Mr. F. C. Wilson (secretary) (Bradford Branch of the Society); Messrs. S. N. Pickard, J.P. (president), A. R. Briggs (secretary), Stringer, Handford and Norwood (West Riding Pharmaceutical Committee); Mr. H. Gilleghan (Retail Pharmacists' Union Executive); Mr. H. Lancaster (president) and Mr. J. Lancaster (secretary) (Leeds Branch of the R.P.U.); Mr. A. W. Lupton, Mr. C. A. Nelson, and many old students (Leeds College of Pharmacy); Mr. N. N. Armitage (Proprietary Articles Trade Association). Floral tributes were sent by members of the family, the Pharmaceutical Society of Great Britain, the Leeds Branch of the Society, the West Riding Pharmaceutical Committee, the Leeds Pharmaceutical Committee, the chairman and Executive of the R.P.U., the Leeds Branch of the R.P.U., the Altior Old Students Society, Mr. and Mrs. A. W. Lupton, Mr. and Mrs. H. Gilleghan, Mr. and Mrs. C. A. Critchley, and other friends.

STEGGLES.—On May 21, Mr. George Steggle, M.P.S., Market Place, Petworth, aged seventy-four. Mr. Steggle was in business at Petworth for nearly forty years. The funeral, which took place on May 26, was attended by a large number of friends and by representatives of public bodies.

## Personalities

MR. P. J. WIGGINTON, a managing director of Arthur H. Cox & Co., Ltd., manufacturing chemists, Brighton, has left for the United States, where he is making a business tour.

MR. ALFRED R. WHEATLEY, chemist and druggist (Wheatley, Cash Chemists, Ltd., 54 Northgate), Gloucester, has been elected chairman of the Gloucester Branch of the Pharmaceutical Society and the Retail Pharmacists' Union.

MR. MARTIN WOLVERSON, J.P., retired chemist and druggist, president of Hednesford Chamber of Commerce, attained his ninetieth birthday on May 13. He served his apprenticeship as a chemist at Dudley, and commenced in business in Hednesford in 1870.

MR. W. E. MARSHALL, managing director of the Gillette Razor Co., Ltd., who has retired after twenty-five years' service, was recently entertained to dinner by the company. Mr. Marshall has been associated with the manufacturing and selling organisations of the company since its inception in Europe in 1905, and has been the managing director for nearly ten years. He has travelled extensively on the Continent and in America, is well informed on commercial conditions at home and abroad, and has a considerable knowledge of modern business and selling methods. Mr. Marshall served in the Royal Medical Transport organisation of the Royal Navy during the war. A handsome presentation from the Gillette Company was made to Mr. Marshall during the banquet.

## Information Department

### INFORMATION WANTED

B/265. Bayley's Ilet Eye Lotion	B/265. Kamillosan (for the gums)
M/245. Camphorine (veterinary preparation)	B/245. Fearless insulating body shield (for rheumatism)
W/285. Dermo-crastol	R/235. Photopel developers
B/265. Hanovia tanning cream	B/265. Solvolith tooth-paste
M/285. Motenol	W/265. Tarry soap



# Observations and Reflections

By Xrayser III

## Unprecedented Happenings,

such as the death of Mr. Sargeant on the day prior to that of the Pharmaceutical Society's annual meeting, are apt to bring with them special problems for solution. Since Mr. Sargeant was a candidate at the pending Council election, the question naturally arose what should be done with the votes recorded in his favour. You tell us (*C. & D.*, May 24, p. 637) that they were ignored entirely and that, as Mr. Sargeant's name occurred among those of the seven who should normally have been declared elected, President Parry included the name of the eighth in order among those actually elected. This may commend itself as a commonsensible way out of the difficulty, but the point remains whether or not everything is now quite in order. It is to be remembered that the Society is a chartered body, and that the strictest formality must be observed in connection with its elections in order that there may be no shadow of doubt concerning the legality of the constitution of its governing body.

## Was the Death

to which I have referred officially notified to the registrar before the declaration of the poll, i.e., had Mr. Linstead received from the registrar of deaths the certificate notifying the sad event? If not, the probability is that it was out of order to presume the death, and Mr. Sargeant ought to have been declared elected. Later, it would, of course, have become necessary to co-opt a successor, and the question now presents itself whether it may not be desirable to co-opt Mrs. Freke formally in order to avoid any suspicion of irregularity in her position. It may be that Mr. Linstead did receive the requisite official notification before the declaration of the poll; but, if not, Mrs. Freke will probably be well advised to insist upon being formally co-opted before she takes any active part in the Council's proceedings. As matters now stand, she cannot claim to have been elected by the majority of voters required by the Society's by-law dealing with the subject, and it does not appear to me that much trouble need be involved in regularising the position.

## Corrections

to the National Insurance Formulary have reached me in the form of a gummed foolscap sheet which I am expected to cut into numerous small slips that can then be inserted in the book by sticking them over the matters to be corrected. A sort of variant of the familiar jig-saw puzzle, though I suppose the British Medical Association, which is responsible for the production of the gummed sheet, would not be likely to admit there is any puzzle about it. The important point, however, is that amended formulas are now provided for others which we were formerly told could not easily be improved upon. It seems unnecessary to enumerate these, in view of the fact that every chemist on the panel and working with the National Insurance Formulary will doubtless have received, or be receiving, the sheet of errata. But the point remains that the pharmaceutical criticism you published of much that is included in the Formulary is justified by the issue of this sheet, and I imagine we shall find that modification of the Formulary on a much bigger scale will characterise the issue of the revised edition that we are told to expect in due course.

## "Books Think for Me,"

said Charles Lamb, and then proceeded to say that there are things in the shape of books which he did not allow are books. "In this catalogue of books which are no books—*biblia a-biblia*—I reckon," he said, "Court Calendars, Directories,

Pocket-books, etc." His list includes such things as the works of Gibbon and Hume, concerning which most people would find themselves at variance with him. But everyone would be likely to regard directories as "things" rather than as books. Directories are, however, very interesting things; and, if well compiled, not much inferior to dictionaries, which, by the by, are not included in Lamb's *biblia a-biblia*. When was the first directory of chemists published? Directories as a class are a modern institution. In the reign of Elizabeth there was published (1595) a list of the "names of all such Gentlemen of Accompts as were residing in the City of London." This seems to have been the first thing of the kind in England. In 1677 Samuel Lee, of Lombard Street, printed "A Collection of the Names of Merchants living in and about the City of London." Of these merchants there were about 1,800, and among them was the name of the father of Alexander Pope. Apparently the earliest to be called a "Directory" was compiled by James Brown and printed by Henry Kent in 1732. His was called "The Directory or List of Principal Traders in London." It was not until 1800 that there appeared the "Post Office Directory," which has been published regularly from that time.

## The First Chemists' Directory

would, it is safe to assume, materialise some time in the first half of the nineteenth century. I have a copy of one published in 1852; I have not seen an earlier one, and it may be the earliest. It is entitled "The Chemical Directory and Pharmacists' Compendium, being a Handbook for Chemists and Druggists, containing A translation of the *Pharmacopœia Londinensis* 1851, A list of Chemists and Druggists in England and Wales, the Act for the Sale of Arsenic, Regulations of the Pharmaceutical Society, Wholesale Price List and a Blank Retail Book." Charles Wright & Co., of Bartholomew Close, were the publishers, and the price was 7s. 6d. Comprehensive as is the title-page, it does not do justice to the little volume. The London chemists and druggists, of whom there are between 700 and 800, are given in a separate list; and there are other lists of London firms under the headings of "Drug Brokers," "Wholesale Druggists" (75), "Manufacturing Chemists," "Chemical Apparatus Makers," "Chemical Stopperers," "Chemical and Medical Fixture Dealers and Fitters," and "Chemical and Medical Agents in London and its Vicinity." What was the precise work undertaken by a chemical stopperer is not clear. There were eight of these, and their location had its centre in Clerkenwell. The Chemical Directory proper is an alphabetical list of the chemists and druggists of England and Wales; Scotland is not included. After this is given the list of the manufacturing chemists, and then appears a local list. The latter is very partial; Brighton, Birmingham, York, Hull, and many other important places do not appear. Liverpool, Leeds, Bristol, Chester, Halifax, Manchester, Jersey, Helstone, and Luton are some of the ninety-five towns enumerated. Our Compendium has a list of "Works on Chemistry and Pharmacy—published in 1851," from which we learn that the new London *Pharmacopœia* in 8vo cost 9s., and the 12mo edition 5s. The last section comprises a feature which you have revived, namely, a wholesale price list of drugs and chemicals; the prices printed are set out to cover the variations—for instance, sulphate of quinine is 10s. 3d. to 10s. 6d. per oz.; Turkey opium, 13s. to 14s. per lb., and ipecacuanha 4s. 3d. to 4s. 5d. per lb. The retail price list consists of about twenty pages interleaved with writing paper for additions. It is intended for the pharmacist to make his own prices. Altogether it is an interesting volume for those who wish to pick up the threads of local pharmaceutical history.





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## Editorial Articles

### Sales of Proprietary Medicines from Automatic Machines

WE hold no brief for the sale of medicines by means of automatic machines; we have, indeed, already expressed the view that the idea of sales effected without the direct agency of the proprietor of a business or his assistants is hardly consonant with the principle that medicines should be dispensed and sold only by qualified persons. One problem of selling from these machines may arise before long: we refer to the question of how far, if at all, the holder of a patent-medicine-vendor's licence is authorised to sell under it by this means. There is no decision of the High Court to furnish us with clear guidance on the point, which must, of course, be considered also with reference to the special law governing revenue licences. By Section 9 of the Customs and Inland Revenue Act, 1890, it is laid down that every excise licence to carry on any trade or business (except the trade or business of an appraiser, auctioneer or hawker) granted after the coming into force of the Act shall only authorise the person to whom the licence is granted to carry on the trade or business mentioned in it in one set of premises specified in the licence. It would thus be necessary to consider first whether the automatic machine constituted premises distinct from the licensed shop, and again, whether the supply of the patent medicine by means of the machine

constituted a sale. The answer to the first question would, it is thought, depend on where the machine was situated. If situated at a distance from the licensed shop, it would in all probability be held not to be covered by the licence. If, on the other hand, it was directly connected with and controlled from the shop, it would seem to be covered by the licence held for the shop. In either case the supply of the medicine would no doubt be a sale. The nearest case in point was one which came before the High Court in 1915, in which it had to be decided if a dairyman who had an automatic machine affixed to the door of his shop so that a customer by putting money in the slot of the machine could obtain a supply of milk was carrying on a retail trade or business in a place not a shop. All three judges of the Divisional Court held that he was not selling in a place other than a shop. The machine in their view was part of the shop; and this view was independent of the fact that the case was one under the Shops Act, and in which therefore the judges would feel at liberty to have regard to the policy of the Legislature in passing the Act. It will be seen that the whole question is a difficult one, and one which is complicated by the fact that goods sold by chemists and druggists are sometimes subject to the provisions of the Poisons and Pharmacy Acts. The position as to sales by chemists and druggists from automatic machines wherever placed obtains an increased importance from a recent ruling of the Commissioners of Customs and Excise "that they do not regard the exemption from medicine stamp duty in favour of known, admitted, and approved remedies as applicable to medicines sold by means of automatic machines." This decision, which, as will be seen, is quite general in its terms, refuses the exemption even in a case where the machine is placed within the chemist's shop. As the grounds on which it was arrived at are not stated, we are, of course, unable to follow the reasoning on which the Commissioners reached their conclusion. As will be seen from the judgments quoted above, this conclusion would be very difficult to reconcile with the view of the judges of the High Court that a machine placed in the shop in the way set out is to be looked upon as a part of the shop itself. Then, as a matter of general principle, the position is surely this: No shopkeeper, with the exception of one in a very small way of business, can, or is expected to, carry through all the sales himself in his shop. He must have someone to assist him, and for the conduct of this assistant he is, of course, responsible. It would not perhaps be too much to say that in some cases the assistant is in the position of a mechanical aid to the shopkeeper. Then, if for this mechanical aid in human form the requirements of the chemist's business call for the substitution of an automatic machine, what ground can there be from the point of view of revenue interests in discriminating against him? Any such ground, if admitted, would justify imposing a disability upon a shopkeeper who in serving customers in his shop used a mechanical arm which the loss of his natural arm compelled him to provide himself with. The Commissioners will perhaps on further consideration agree that this is one of the cases in which one ought not only to be right but ought also to appear to be right.



### The Consumers' Council Bill

THE Consumers' Council Bill now before Parliament is meeting with a reception which may be taken to represent fairly the feeling of the average intelligent elector towards the measure. It is moving on its way to the statute-book with the languid acquiescence of members, who recognise it as an honest attempt to deal with an admitted evil. At the same time, the remedy it proposes for this involves such an extension of bureaucratic control—of the "new despotism" of which Lord Hewart has recently written so trenchantly—that enthusiastic support for it could not be expected outside official circles. The object of the Bill is stated to be to enable the Board of Trade to regulate the prices to be charged for certain commodities and the charges to be made in respect of the sales of these commodities. These are described in the Bill as articles of food of general consumption, articles of wearing apparel, clothing materials and fuel. Power is at the same time given to the Board to extend the list by order to any other article of common use provided the order made first obtains the approval of both Houses of Parliament. This latter provision is notable as one of the first, if not the first, instances of the adoption of a requirement which in Lord Hewart's opinion should apply to Statutory Rules and Orders generally. The Council will consist of seven persons, two at least of whom are to be women. They are to be appointed by and hold office at the discretion of the Board of Trade, and will be paid such remuneration as the Board may with the approval of the Treasury fix. Every member of and every employee of the Council must before entering on his duties sign a declaration of secrecy, and any other person attending a meeting may be called upon also to make such a declaration. The duty of the Council is to investigate all questions relating to the production, distribution, supply or price of any of the prescribed commodities appearing to them, from any information they may have, to require investigation or which are referred to them by the Board. For this purpose they are given power to (1) summon and examine upon oath any person they think likely to be able to give them any information material for their inquiry; (2) require such person to furnish the information in writing; and (3) require any person to produce or give access to any books, accounts or other documents which the Council think likely to contain such information. The Council are given a limited power to exclude the public from any of their meetings and an unrestricted power to grant or refuse permission to any person interested in the proceedings to be represented by counsel or solicitor. If the Council, after an inquiry, report to the Board that an excessive price is being or likely to be charged for some commodity, or an excessive charge by way of brokerage or commission is made or likely to be made, they may include in the report a statement of their opinion as to the proper price, brokerage or commission. The Board are then, on receipt of the report, to bring the opinion to the notice of the persons affected and request compliance with any recommendation contained in it. If compliance cannot otherwise be obtained, the Board may proceed to make an order to give effect to the Council's opinion. Before

doing so, however, they are required to give notice in the "Gazette" of their intention to make the order and of its general effect, of places where copies of the draft order may be obtained, and of the date on or before which representations with respect to the proposed order may be made to the Board; and this date must be so fixed as to allow at least twenty-one clear days from the date of publication of the notice in the "Gazette." An emergency order to have effect for not more than two months may, on ground of urgency, be made without compliance with these conditions. The order may generally or for a particular time and in a particular area prohibit any person or any class of persons from charging in respect of the commodity to which it applies any greater price, brokerage or commission than that fixed in the order. Every order made other than an emergency order must be laid at once on the table of each House of Parliament; and if the Houses within twenty-one days pass a resolution disapproving the order, it shall cease to have effect. Power to enforce an order made under the Act is given in England to such local authorities as are authorised to appoint inspectors under the Weights and Measures Acts, and the Board of Trade may itself institute proceedings where the general importance of the case appears to them to warrant their doing so. The penalty for breach of an order ranges from £5 for a first offence to £10 or three months or both for a subsequent offence. The course of the debates would justify us in assuming that the measure will find its way to the statute-book somewhat in its present shape. It only remains then to express the hope that its administration will prove much more satisfactory than our experience of the irritating war-time attempts to regulate retail prices would lead us to expect.

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### The Decline in Turpentine

IN spite of the continuation of a good trade outlet for American turpentine on this side, fully in line so far this year with the same period last year, which has tended to keep down stocks at a comparatively low level, there has been a considerable decline in prices amounting to about 5s. 6d. per cwt. from the highest figure recorded about a month ago of 44s. 9d. for spot delivery. Considering the rather healthy statistical position and the fact that the large increase in the American crop yield for the past season was so well absorbed, this decline down to about 39s. 3d. by last week's close is apparently chiefly the outcome of the depressed feeling aroused by the much more favourable weather reports from American producing centres. Although the crop movement was at first of comparatively modest dimensions under the after-effects of cold weather, manufacturing operations have since developed considerably more elasticity, with the result that available stocks in the southern markets have appreciably increased. There had been some talk in the earlier part of the year of the prospect of a setback this season on last season's liberal yield, as referred to in our issue of February 8 last (p. 163), when we suggested that it was as yet premature to attach much importance to such a contingency, as a good deal depended on weather conditions within the ensuing two months. Therefore, there is just a possibility that, instead of a notable decrease, the prospective yield may turn out quite as large as for the previous campaign. Crop possibilities, at any rate, being viewed in a different light,



this has been the main weakening influence on sentiment in a usually sensitive market. With a certain amount of prejudice still clinging to most of the commodity markets, through fears of excessive production, the freer supplies coming forward at distributing points encountered a rather unwilling demand from the usual trade channels. This was certainly apparent from the recent successive sharp breaks in the Savannah market, from the top figure touched early in April of about 48½ cents down in the neighbourhood of 43½ cents per American gallon. There is undoubtedly room for a re-expansion of the export movement to this side and elsewhere before midsummer, since stocks of old crop in the home and foreign markets are comparatively small and must eventually be replenished, but in the unsettled and weaker state of the market, the placing of contracts for future trade requirements is evidently postponed as long as possible, inasmuch as American industrial conditions are now considered less promising than they were at the opening of the spring, this being partly due to renewed apprehensions of financial disturbances. There has been an entire absence of speculative enterprise in the resinous products for a long while past, so that producers have now practically no opportunity for "hedging" operations against their future supplies, and are thus confronted with the necessity of carrying larger stocks. Under curtailed trade facilities in the chief European markets and the risks involved under obscure and somewhat cheerless business prospects, there is naturally considerable reluctance on the part of merchant interests to become saddled with important shipping contracts until world trade is in a better condition. This attitude might be regarded as being the more significant considering that at current prices turpentine and resin leave but little to be desired in point of view of cheapness compared with pre-war average prices. In the case of turpentine, allowance, of course, has to be made for the fact that the home price for well over two years past includes a duty representing about 4s. per cwt., so that exclusive of the duty, which did not exist before, the current value would be near 35s. per cwt. Its relative cheapness in itself should help towards ensuring the continuation of a good outlet, so long as there is no indication of any unwieldy accumulation of stocks. About a year ago the selling price was in the neighbourhood of 45s., and two years ago at 41s., when the London visible supply amounted to 13,500 barrels and 31,840 barrels respectively, while the latest returns stand at roughly 15,000 barrels. The total outgoings from the London tanks so far this year amount to approximately 35,000 barrels, or slightly more than at the corresponding period of last year. As compared with the close of the past year, when the price stood at 42s. 6d., the current quotation indicates a depreciation of 3s. per cwt. The depreciation in resin prices has been proportionately even more marked down to 17s. 6d. per cwt. c.i.f. to arrive, for the finest pale grade, the position being dominated by large American stocks.

### Is it Legal?

THE president of the Pharmaceutical Society, at the declaration of the poll in the Council election on May 21, was reported as reading out the names of those for whom votes were recorded, and as afterwards declaring seven members elected. One of those members was number eight on the voting list. We understand that Mr. Sargeant's name was omitted because he died before the poll closed. The question arises: is this legal? There is no provision in the by-laws governing elections dealing with such an episode, and a new ruling was given which, while it may win easy assent, should have had the seal of correctness. The

Charter recognises the necessity for filling a vacancy occasioned by death, but the by-law takes cognisance of only one sort of possibility. The term "member" is used throughout the by-laws dealing with the election of Council. The president, who had received the news of the death of one of the candidates immediately prior to the counting of the votes, ruled his name out on the ground that technically he was no longer a member. In other words, this ruling disqualified 4,070 votes recorded for Mr. Sargeant. We have no means of knowing whether the local registrar of deaths concerned had, in accordance with Section 11 of the Pharmacy Act, 1868, "forthwith" transmitted by post to the registrar of the Pharmaceutical Society "a Certificate under his own Hand . . . with the Particulars of the Time and Place of Death," or whether, if he had, the registrar had received the notification and had carried out all or any of the other requirements of the section. As regards the remaining six elected candidates, only a Court of law could say, presumably, whether the death of one candidate out of seven on the eve of the close of the poll should void the election of the other six. Adequate provision exists by the method of co-option; the result might have been the same, but surely it would have been better to seek safety rather than accentuate one doubtful point by superadding another. Were the election to be held again, no one can say how those 4,070 votes would be redistributed; and the least that should have been done for the eighth candidate was to render the position free from doubt by subsequent co-option in a perfectly legal form. We suggest that the Council, at this critical period of its history, might avoid the appearance of superiority to its own by-laws.

### Co-operative Pressure Again

THE "Manchester Guardian" of May 14 and three subsequent dates has furnished significant evidence of the persistence of co-operative societies in demanding that a presumably beneficent Government shall allow them to pay dividend on National Health Insurance prescriptions. At a meeting of the Heywood Co-operative Society, held on May 12, a resolution to that effect was carried "almost unanimously." The Society, however, has not continued on its way unchallenged: in the "Manchester Guardian" of May 16 there appeared a letter from a panel doctor, whose name has been disclosed to us, pointing out that the suggested change "would offer a monetary inducement to an insured person to see the doctor and get a prescription as often as possible." To this self-evident statement a Mr. Johnston replied with a sublimated version of the argument to be heard at the street corner, that after all "it's only what we pay for." From "Panel Doctor's" trenchant reply we quote the following:—

"Mr. Johnston's statement that 'the insured person gets nothing without payment' is not correct if it implies that he has to hand any money to the chemist. He gets his medicine free of charge, and the Ministry pays the chemist. The bargain as to payment is between the Ministry and the chemist, not between the patient and the chemist; and the matter is in reality a Government contract. Any private chemist who offered a patient a commission of twopence on his prescription would be regarded as bribing the patient to bring a Government contract to him instead of to some other firm, and there is little doubt that he would be severely punished. I have no interest in chemists' shops; but it does not seem fair to me to allow a co-operative society to do what a private chemist would be punished for doing. It is irrelevant to discuss whether patients would visit a consulting-room in order to gain twopence or fourpence a time. Some might, and some might not. It is the principle that is wrong."

This reasoning—which has since been supported by a letter from the secretary of the Retail Pharmacists' Union—should be conclusive for all fair-minded persons, including those (it may be hoped there are a few) to be found in co-operative societies.

LEAGUE OF NATIONS.—The conference on the limitation of the manufacture of dangerous drugs is provisionally fixed for December 1. A draft convention will be submitted.



# What the Minority Report Means

## Mr. Gamble gives a Lead

**A**N address by Mr. F. W. Gamble was the principal feature of the annual meeting of the South-West London Chemists' Association and the South-West Metropolitan Branch of the Pharmaceutical Society, held on May 23, at Clapham, S.W., the other business of which is reported on p. 660. The president (Miss A. T. Borrowman) occupied the chair.

Mr. Gamble, at the outset, said that probably what interested those present most was the Bill rather than the rest of what was published in the Departmental Committee's Report. It was the Bill that mattered. He was surprised how little had so far been made in discussions regarding the question of title. It was quite obvious when the Departmental Committee was appointed that an attempt would be made to obtain the recognition of the claims of other persons as well as chemists to the title. Part I by itself he did not consider too bad; on the whole, the main criticisms attached to Parts II and III. Indeed, Part I was, in the main, satisfactory. The important part of the Bill was in Part II, and he had no doubt that many of those present regarded the Poisons Board as one of the fundamentally important parts of the Bill. He was inclined to think that the setting up of the Board was not altogether a bad way of dealing with some of the difficulties of the Poisons Schedule, always provided that it was properly constituted.

### THE CONSTITUTION OF THE BOARD

His chief objection to the Board, as suggested in the Bill, was as regarded its constitution, for as pharmacists were the people who would have to bear the brunt of the work in connection with the Board's decisions, he felt they should have a large representation on the Board. From that point of view he believed a representation of five out of eighteen was quite inadequate. The power of the Secretary of State to nominate four additional representatives ought not to be admitted. Another point was that the Secretary of State might or might not take the Board's advice. They were told it was absolutely necessary that the Secretary of State should have this power, but he thought there should be some check on the possibility of the Secretary exercising his authority arbitrarily greater than the mere tabling of regulations. While he believed that the Secretary of State should be able to over-ride the Advisory Committee, this ought only to be possible with the consent of Parliament. (Hear, hear, and applause.) He regarded it as unfortunate that different designations than Parts I and II had not been used in the report. As it stood, all Part I poisons were of a kind. The Poisons Board could, and doubtless would, divide these Part I poisons into definite classes, subject to varying conditions of sale. Mr. Gamble thought this part of the Bill could be improved.

When the Society, or a Committee that was given the rather difficult task of revising the Bill, came to this section, they would find themselves faced with a lot of snags. They would notice that the Bill changed what he believed was the existing principle in law, so that in the future, if the Bill became law, it was the employer who would be responsible for whatever an assistant did, no matter what were the circumstances. One of the sections which interested pharmacists most was in regard to the powers given to local authorities to license whosoever might apply to be put on the list of those wishing to sell poisons. There was no limitation of the type of article to be sold, nor any idea of restricting the articles to poisons for agricultural or horticultural purposes. It rested in the Poisons Board to decide what articles should be sold by the licensed vendors; and if there were only five pharmaceutical members out of eighteen, what influence were they likely to have in confining to

the licensed vendor articles that could reasonably be sold by him? Mr. Gamble thought it was essential that there should be in the Bill some definition of the classes of articles to be included in Part II, otherwise the door would be open wide for pressure to be put upon the Poisons Board to include, for instance, patent medicines containing small quantities of poisons, as well as disinfectants of all kinds. There should also be a restriction upon the local authorities in regard to licensing where the needs of the neighbourhood were already met.

### INADEQUATE PROPOSALS

He, therefore, believed that pharmacists should press for and continue to insist upon a representation of seven out of fourteen on the Poisons Board, and that the power of the Secretary of State to nominate four additional representatives should be wiped out altogether. Part III, which was conveniently headed "Miscellaneous," related to the power of the Secretary of State to make rules, and here was where pharmacists might, at some time or other, be very much interested. For instance, there was the storage, transport, and labelling of poisons; and if they had now to keep "dangerous" drugs in a locked cupboard, what would they have to do with poisons that would be under Class A, or Italics A in Part I of the new schedule? Such rules might affect the whole working of the wholesale and retail businesses of the country. It was, therefore, essential that these rules and regulations should be drawn up by people who were conversant with business conditions and had proper knowledge of the technical aspects of the subject.

He wrote a minority report because there were so many things to which he objected, and he thought these ought to be indicated in simple form. He had shown the directions in which he would have liked to see some advance in the extension of the professional status of the pharmacist and the amount of dispensing that the pharmacist did. He suggested that, strictly speaking, the proper body to have fully investigated the whole matter, if it had been intended to investigate the matter thoroughly, was really not a Departmental Committee at all. A Royal Commission would, in his view, have done the work much better if the right people had been on it. In writing the minority report he had certainly wished it to be inferred that the report was intended to indicate the objections to the Bill, but not to suggest that the whole of the Bill was objectionable. For the most part he thought Part I was quite good, and he would not suggest that the whole Bill should be scrapped. Nor did he agree with the idea that the Pharmaceutical Society should draw up a new Bill altogether. He thought, for instance, it would be folly to scrap Part I and make another new Bill. His view was that it would be best to take what was good in the Bill, and to demand something better than was in Parts II and III. He was sure they could devise something better than Parts II and III in the interests of the public, and he did not see why licensed vendors should be allowed to go on the list if ordinary chemists were available. (Applause.)

**THE LURE OF NAUSEOUSNESS.**—The coroner for the City of London and for Southwark recently made a humorous reference to the fondness of uneducated patients for unpleasant medicine when he was in practice years ago. "I remember," he said, "the poorer classes never were satisfied unless you gave them plenty of medicine and pills. And the more you gave them the better they liked it. If you took great pains with it and made it a beautiful colour and pleasant smelling the poor people would throw it down the sink. The dirtier you made their medicine look, and the more horrible it smelt and tasted, the better they liked it."



# The Business Side of Pharmacy

By ERNEST C. CRIPPS, Sales Manager to Allen & Hanburys, Ltd.

## II.—Shop Routine

IN introducing you to shop routine I cannot do better than read to you the contents of a small booklet which has been sent to me by a pharmacist. It is termed "Ordo Rerum," and it is the book of rules for assistants in a pharmacy not more than a hundred miles from London. These rules need not be given here; sufficient to say that they are on the strict side, and cover many aspects of shop routine, more particularly those to do with dispensing. In addition to the above rules, I want to lay down certain principles regarding shop routine on the business side, always bearing in mind that I am speaking to many who one day will own their own pharmacies.

### Arranging the Pharmacy

The pharmacy should be arranged to give convenience both to the public and to the staff. No matter what the size of the shop, the general layout should be designed for neatness and convenience. Cleanliness is an essential; orderliness is equally important. Keep the counters clear, and be particularly careful that the floor-space is not littered up by cases, baskets, tins and other impedimenta. Study the convenience of the staff by providing ample space behind the counters. Arrange your stock in such a way that you will never be out of sight of your customer when supplying his requirements.

### Stock-Keeping

Be careful in arranging your stock. Keep different classes of goods in departments. Nothing looks worse than to find photographic stocks, for instance, mixed up with patent medicines or toilet requisites. No matter how small the shop it is always possible to departmentalise, even if a shelf only represents a department. Stock should be arranged in alphabetical order. Shelves and fixtures should be numbered and lettered, with stock cards in a suitable position, or a stock-book covering the whole of the contents of the pharmacy should be kept handy.

Stock-keeping is an art; it can be acquired, although some pharmacists are born stock-keepers. It is impossible to anticipate the requirements of all one's customers, but you should always be prepared to obtain goods not in stock with the minimum of delay; after all, most wholesale houses, particularly in London, give a daily delivery; many ring up their customers as well. The smaller the stock in proportion to the turnover, the more profitable the business; stock should be turned over three or four times a year. When goods are received, be careful to mark them with the retail price before putting them away. Mark the containers of drugs with the price charged for the container (if this is not already indicated) and the date. Mark the cost price of the drug in code.

### Stock-Ordering

A system of stock-ordering must be laid down, particularly with proprietaries and quick-selling lines. It is a good idea to indicate on the stock-card, or in the stock-book, the minimum number of any particular article below which one cannot safely go without re-ordering. This number will depend upon the rapidity with which it sells, but such a system properly worked will practically eliminate such a statement as "I am sorry, but we have no stock till this evening," or words to that effect.

Get into the habit of placing new stock behind the old. This is particularly necessary in the case of foods and other articles bearing dates. In ordering by letter from wholesale houses, write plainly. Use the expression " $\frac{1}{12}$  doz." for "one," or " $\frac{1}{12}$  doz." or " $\frac{1}{6}$  doz."

for "two" and so on. If you use the expression "2" for two units, it may be mistaken for two dozen. In checking invoices, don't forget to work out the extensions and check the additions.

### Stock-Taking

The regular taking of stock should not be neglected. As I shall show you when we come to book-keeping, you cannot discover what profits you have made unless you take stock. There are various ways of taking and recording stock: here are two well-known methods. One is that supplied by the Retail Pharmacists' Union. It is a collection of numbered cards ruled for the quantity, name and cost of the article. The idea is that some few days before the stocktaking these cards can be filled in with the names of the articles and the cost, the actual number being written in at the time the stock is taken. The extensions can be carried out by the pharmacist or by the R.P.U. Here is another method: a series of stock-keeping sheets, bound up in a block, and issued by THE CHEMIST AND DRUGGIST. The names of drugs and other articles are already printed; it only remains to fill in the quantities and extend them or get them extended.

Just a few tips on stocktaking. It is not necessary to weigh or measure every item; an experienced man can gauge the contents of a bottle or drawer quite accurately enough on inspection; with the more expensive drugs and preparations weighing and measuring is, of course, necessary. Stock should be priced at cost or market, whichever is the lower. Renewals and replacements of all utensils, measures, etc., may be charged as expenses of the business.

### Travellers

The treatment of representatives of manufacturing and wholesale houses is an important part of shop routine. Travellers are necessary for carrying on the business side of pharmacy; they should always be treated courteously, whether orders are waiting for them or not. They are generally advised; it is well to have their orders ready so that they can be dealt with promptly.

It should always be remembered that a traveller is not the firm, and any special terms or arrangements agreed upon with the traveller should be confirmed by headquarters. Not all travellers have authority to collect money on behalf of their principals. If goods are promised by a traveller on "sale or return," this statement should appear on the invoice; if not, the matter should be referred at once to the firm.

### Ordering Direct from Manufacturers

Better terms are often to be obtained by buying direct from the manufacturer, and often the goods are fresher and in better condition. Usually free carriage and free cases are allowed by manufacturers, but there should be some distinct advantage in buying direct. It is, however, a practice which may have its disadvantages. As there is a tendency to overstock in order to make up the required order, the tying up of capital neutralises the lower price paid for the goods. Only goods should be bought direct on special terms that can be sold in a reasonable time. Careful storage of such is also essential.

Payments should always be made in accordance with the manufacturer's terms; this is your part of the bargain, and you cannot expect special discounts for cash or upon some special arrangement unless you observe strictly the conditions printed upon the invoice or statement. A golden rule is to buy everything either for cash or monthly settlement, and have a particular



day upon which all accounts are paid. Payment for goods supplied should always be by cheque, whether to a traveller or direct to the firm.

A knowledge of shop routine pre-supposes some acquaintance with the legal aspect of many simple transactions which are carried on daily in the average pharmacy—transactions which are not covered by the course on forensic pharmacy which is part of your curriculum. Here are a few remarks bearing on contracts, for instance, which have a very practical application.

### Contracts

A contract is a bargain or an agreement. It takes two people to make a contract, and there must be some consideration for it—a bare promise alone is not a contract. An order for goods (which implies a promise to pay for them) is a common form of commercial contract. But an order for goods is not a contract until it has been accepted (which implies a promise to supply the goods). Contracts may be verbal; it is always better, however, to have something in writing. It is not necessary to stamp a contract for the sale of goods, no matter how large in value.

An application of the above statements will make them clear. You order one gallon of olive oil to be packed in 4-oz. bottles. The wholesaler writes to say that he accepts the order, but can supply only in 6-oz. bottles. There is no contract, as the wholesaler is making a term in the contract different from the terms of the order. If you write back and say, "I will take 6-oz. bottles, although I prefer 4-oz. bottles" there is a contract. Of course, if you say nothing but accept the 6-oz. bottles when they come in you have taken delivery, and it is then too late to reject on account of the different-sized bottles. Here are a few practical questions bearing on the law of contract:—

(a) Am I obliged to sell an article exposed in the window if a wrong price has been placed upon it?

(b) If you had received an offer for a very good sample of senna pods and had posted a reply accepting the offer, and ten minutes later you had received a wire cancelling the offer, what is your position in law?

(c) If you purchase some goods and upon the invoice there are special terms printed governing their re-sale and you do not trouble to read them, are you bound by them?

(d) Are you compelled to sell goods at the prices marked upon such by the makers? Can't you sell goods at any price you like? You have paid for them; they are your goods.

Now, in making a contract there must be a common intention—i.e., the minds of both parties must be in agreement. In case (a) mentioned above, a customer may argue that the exposure of the article in the window at an incorrect price is an offer which he or she accepts; but there is no contract because, obviously, there is no common intention. You are not bound to sell goods exposed for sale in the window; although to refuse to do so may cause you a good deal of harm, you cannot, however, be compelled to sell them.

Regarding (b), it has been held that an offer is accepted immediately such acceptance has been posted, although the letter may never reach the person to whom it was addressed. It must actually be posted; it is not sufficient to give it to the errand boy to post. So that in spite of a wire revoking the offer, the contract is good and enforceable. A cancellation of an offer must actually be received to be effective. Answering (c) and (d), if you purchase goods and conditions are attached to their sale, and you knew of these conditions at the time of giving the order, or you had them put before you, or had a reasonable opportunity or knowing of them, although you may not have read them, you are bound by them. It has been held that a manufacturer can protect the prices of his goods; and if conditions are printed on, or attached to, the invoice and you knew of them when ordering, you must abide by them. It has been held that such is not in restraint of trade.

Books have been written on the law of contract, and it is impossible for me to more than touch on one or two aspects of the law affecting the pharmacist; the question of a warranty is one that I feel you should know something about. A warranty is of great value to a retail chemist, as, if he can prove, in the case of a summons against him for selling a drug which is found to be adulterated, that he purchased it with a written warranty and sold it in the same state as when he purchased it, he is entitled to have the summons dismissed. It is most important to note, however, that the warranty must be asked for and that when given by the seller it must be a written one, not verbal.

### Master and Assistant

It is important for you to know something of the relations in law between master or employer and assistant. An agreement for service may be made verbally provided the period is for one year or under; if, however, it extends beyond one year, even by a day, it must be in writing. Notice of dismissal may be either verbal or written; the usual notice for chemists' assistants is one month whether wages are paid weekly or not. An assistant may be summarily dismissed for wilful and continued insubordination, habitual negligence of his duties, or gross moral misconduct.

An employer is not bound to give a reference or testimonial, even though his refusal to do so may prevent the assistant from getting employment. If a testimonial is given, it is in law privileged. Forgery by an assistant of a "character" is a criminal offence.

### Banking

A banking account is not obligatory, although the convenience of paying one's debts by cheque instead of by money is obvious. A cheque is an order to your bank to pay a stated sum to a person, or "order," or to "bearer." A cheque is what is known in law as a "negotiable instrument," and therefore may be passed on from one person to another, but if payable to "order" must be "endorsed"—i.e., signed on the back by the person named on the front, the payee.

"Crossing" a cheque is drawing two lines across it, with or without "& Co." This prevents anyone from going to the bank and getting the cheque cashed across the counter; a crossed cheque can only be cashed by someone who has a banking account paying it into his bank.

*(The lecturer acknowledged his indebtedness for much of the legal information contained in the lecture to the Retail Pharmacists' Union; he wishes to thank Mr. Arthur Mortimer, barrister-at-law, for reading the proofs of this abstract and correcting them where necessary.)*

## Recent Patents

**Abstracts of specifications of recently-granted patents for inventions.** The complete specification (1s. each including postage) of any British patent can be obtained from the Patent Office, 25 Southampton Buildings, London, W.C.2, on quoting the name of the patentee and the number of the patent.

**Production of Hydrogen.**—Process of producing hydrogen by bringing methane or a gas containing it into contact with molten iron and blowing with air or other gas containing oxygen to burn out the carbon produced by the reaction and dissolved in the iron. (Imperial Chemical Industries, Ltd. 328,048.)

**Anti-diphtheria Salves.**—Process for preparing aldehyde protective salves against diphtheria by mixing formaldehyde with a 10-14 days old whole culture broth of diphtheria bacilli, the broth is mixed with such an amount of formalin that a 0.5-0.6 per cent. solution of formaldehyde will result, the mass incubated at about 38° C. for some time and then concentrated. (Dr. Ernst Loewenstein, Vienna. 314,854.)



# Insurance Act Dispensing

Record of Matters concerning Chemists' Interests in the National Health Insurance Acts

## Local Reports

### ENGLAND AND WALES

**Bath.**—At a meeting of the city Insurance Committee held recently, the superintendent forwarded an extract from a letter received from the Minister of Health that saccharin might properly be ordered by a medical practitioner for the purpose of sweetening medicines, or for the proper treatment of a case if he considered the drug necessary, but not as a sugar substitute in foods. A practitioner on the panel had ordered "mist. quin.," but from the chemist's endorsement "mist. diuretic," was dispensed. A letter was read from the chemist that owing to the illegible writing of the doctor they had the greatest difficulty in coming to a decision as to what was intended. The clerk was directed to return the script to the Pricing Committee with the request that it should be priced as "mist. diuretic."

**Blackpool.**—At a recent meeting of the Blackpool Insurance Committee a report was presented from the Pharmaceutical Service Subcommittee concerning a prescription dispensed by a chemist. The subcommittee reported that at the time the prescription was presented the chemist was confined to bed. The medicine was dispensed by his son, who is not qualified, but had had five years' experience in the shop. It was the normal practice of the chemist to supervise the dispensing. The inaccuracies disclosed by the analyst's report were apparently due to carelessness on the part of the son, though it was urged by the pharmacist members that an excess of sodium bicarbonate may have been accounted for by the division of the medicine being made before this ingredient was completely dissolved. The Committee recommended that the chemist be severely admonished.

**Lancashire (S.W.).**—The fourteenth annual report of the South-West Lancashire and Cheshire Joint (Prescriptions) Committee shows that 4,004,190 prescriptions were dispensed in the Committee's area during the year 1929, at a cost of £140,736 17s. Comparative figures for 1928 were 3,702,005 and £131,848 11s. Only 0.22 per cent. of the prescriptions priced was referred back to chemists. During the year 298 articles were disallowed, including the following:—Butter muslin, brushes, ear droppers, eye shades, medicated soaps, glass atomisers, glass douches, syringes, rubber tubing, glass funnels, elastic stockings, elastic knee-caps, corn pads, bunion shields, sprays, felt corn plasters, capsicum wool, capsicum tissue, battiste, Thermogene, poroplastic felt, silk worm gut, nutrient suppositories, finger stalls, wrist supports, trusses, Holland's springwell soles, vaccination pads, pneumonia jacket, safety pins, throat swab, lysol (for drains, etc.), sphagnum moss, chiropodists' felt, cellulose tissue, iodised wool, picric gauze, Sanatogen. Nearly 352,000 prescriptions, of a value of £13,264, were checked by the Retail Pharmacists' Union, resulting in an amount due to chemists of £9 10s., representing  $\frac{1}{3}$ d. per £. During the course of the year the attention of constituent Committees was directed to the varying practice on the part of chemists in dispensing infusions, and it was suggested that an arrangement should be made by which it would be understood that when an infusion is ordered the "ex-conc." form should be dispensed unless otherwise stated on the script.

**Northampton.**—At a meeting of the Northampton Borough Insurance Committee, held recently, the question of a prescription dispensed by a panel chemist which contained an excess of 14.9 per cent. of potassium iodide came up for consideration. The Pharmaceutical Service Subcommittee reported that the dosage excess was infinitesimal and would not be harmful, and recommended that the chemist be urged to exercise greater care. A letter was read from the Ministry of

Health stating that the facts of the case warrant the withholding of a portion of the moneys payable to the Insurance Committee with a view to a corresponding deduction being made from the chemist's remuneration. The chairman said the Subcommittee had given the matter very careful consideration. The chemist was highly esteemed and respected, and he proposed that the Minister be informed that the Subcommittee were influenced by circumstances which they regarded as extenuating to a degree. Mr. A. J. L. Knights said it would take an extraordinarily large overdose of potassium iodide to do any harm. If they made a "pothor" over nothing, like the case before them, it would weaken their position when they had to deal with something serious. It was decided to write to the Minister on the lines suggested by the chairman.

**Warwickshire.**—The county Pharmaceutical Committee met recently, when it was reported that there had been no difficulties experienced in the pricing of any of the old formulas which were still being ordered by practitioners. A discussion arose on correspondence connected with the hardness of the local water and its unsuitability for dispensing. The Pharmaceutical Service Subcommittee reported that they had dealt with three cases. The first was a deficiency of 30 per cent. of quinine and 24.6 per cent. of liquor ferri perchloridi in mist. ferri et quin. The explanation given was not considered satisfactory, and it was recommended that the sum of £1 be withheld. In the second case, 86 per cent. excess of ammon. brom. in mist. bromidorum, although the Committee realised that a genuine mistake had been made, a similar penalty was recommended. The third case, where a 16-oz. bottle of cod-liver oil was supplied when 1 lb. had been ordered, was dismissed.

## Amendment of Drug Tariff

After consultation with the Retail Pharmacists' Union the Minister of Health has decided to alter the drug tariff in certain respects. The alterations will take effect on June 1.

The following formulas will be substituted for those now in force:—

*Linct. Diamorph.*—Diamorph. hyd., gr. 8; glycerin, 5 fl. oz.; aq. chlorof., ad 20 fl. oz.

*Lin. Album.*—Sapo. moll., gr. 660; ammon. chlorid., gr. 110; ol. terebinth, 5 fl. oz.; ad. fervent., ad 20 fl. oz.

*Lin. Methyl Salicyl.*—Methyl salicyl., 5 fl. oz.; ol. rapii, ad 20 fl. oz.

*Tab. Nasal Alk.*—Sod. bicarb., gr. 5; thymol, gr. 1-20; sod. bibor., gr. 5, in each tablet.

*Liq. Ammon. Aromat.* [new].—Ammon. carb., gr. 220; liq. ammon. fort., 1 fl. oz.; ol. limonis (terpeneless), m. 2; ol. myrist (terpeneless), m. 4; spt. rect., 6 fl. drachms; aq. destil., ad 20 fl. oz.

*Tab. Acid. Acetylsal.*—The following note relating to prescriptions for these tablets will be added to the tariff:—"Prescriptions for 'Tab. Acid. Acetylsal., gr. 10' should be interpreted to mean that two 5-gr. tablets are to be supplied for each dose unless a contrary intention is specifically indicated by the prescriber."

## SCOTLAND

**Inverness.**—It was reported to a meeting of Inverness County Insurance Committee that the number of insured persons during the past year was 15,486. The number of prescriptions dispensed during the year was 9,540.

**Kirkcaldy.**—At a meeting of the Kirkcaldy Insurance Committee held recently it was reported that the number of insured persons on the register was 16,793. During the year the Committee had not had to consider any complaints either against doctors or chemists.



## Fat in the Infant's Diet

ONE of the most important constituents of the infant's diet is fat, but this is also the constituent of milk food which presents most difficulty in practice. Whilst fat provides a very convenient source of energy, it is now understood that its nutrition value may depend much more upon the presence or absence of vitamins than on its fatty acid content. If the fat in infant's diet is deficient in vitamins, and of vitamin D in particular, difficulty may arise if extra fat is added to make good the deficiency in the accessory factor, because excess of fat is apt to prove unpalatable and indigestible, with attendant disturbances of the general metabolism.

Before it was realised how important is the function of fat in the infant's diet as a vitamin carrier endeavours were continually being made to overcome the difficulty now known to be due to deficiency of vitamin D in the natural milk fat, by varying the quantity and even the kind of fat in the diet of infants not fed at the breast. It was recognised that not only does the fat content of cows' milk tend to vary, but that natural creams from fresh milk are of uncertain composition, so that attempts to modify milk by the addition of extra cream could not be relied upon to produce the desired result. In some instances the use of emulsified fats was, therefore, recommended in preference to natural cream. Such a preparation, known as New Zealand cream, contained 50 per cent. of fats, of which two-thirds consisted of New Zealand butter and cod-liver oil, while the remaining one-third was vegetable oil, mainly arachis or pea-nut oil, because this was believed to promote the digestion of the animal fats. The emulsion also contained 40 per cent., of sugars, mainly dextrose with a little lactose. Obviously, the butter and cod-liver oil in this preparation supplied the extra vitamins required to make the infant's diet adequate. Other means of modifying the fat content of cows' milk have included the addition to "split milk" of linseed oil, beef suet, beef dripping, cod-liver oil, or fresh butter, as in the case of the following combinations:—

**Marylebone Cream.**—Linseed oil, 8 fl. oz.; benzoic acid, 4 gr.; gluside, 4 gr.; oil of bitter almonds (free from HCN), 16 min.; decoction of Irish moss, to 16 fl. oz.

**University Cream.**—Beef suet, 40 oz.; arachis oil, 5 oz.; syrup, 25 oz.; benzoic acid, 40 gr.; decoction of Irish moss, 70 oz.; water, to 1 gall.

**Butol Emulsion.**—An emulsion of fats and oils (beef dripping, cod-liver oil, arachis oil, and butter), with glucose, cane sugar, 5 per cent., and sometimes dextrin, made up with decoction of Irish moss.

But it is now recognised that the nutritive value of any given food fat may depend more on the presence or absence of vitamins than on its fatty acid content, and the type of fatty acid in ingested fat is not an entirely negligible factor. Fats such as linseed oil, which contain highly unsaturated fatty acids, have a greater inhibiting effect on the secretion of gastric juice than such fats as olive and arachis oils, which contain more saturated fatty acids. Beef suet is said to be only 4 per cent. less digestible than butter fat, and it has been noted that the digestibility of solid fats is in inverse ratio to their melting points. Cod-liver oil, whilst frequently rich in vitamins and probably the best substitute for milk fat in that respect, is not tolerated by infants except to a limited extent, and it is preferably administered separately before meals, instead of being mixed with the food.

On the whole, natural cream has been preferred to artificial creams or substitutes, and milk fat in the form of cream or fresh butter ranks above other animal fat or any vegetable oil in the infant's diet. Where expense and simplicity of procedure had to be considered, the simple addition of fresh butter to infant feeds has been recommended, a quarter of a teaspoonful of butter in a 3-oz. feed raising the percentage of fat by 1 per cent. But any addition of fat to feeds needs to be slow and gradual, in view of the infant's tendency to intolerance, and experience has shown that extra fat in the infant's diet frequently necessitates giving alkalis and biliary stimulants. This cannot be regarded as other than unsatisfactory and to be avoided if possible.

In the light of recent knowledge, everything seems to point to the fact that excess of fat in the infant's diet is not only harmful, but can with advantage be avoided. No more fat is required for general nutritive purposes than is contained in human milk, particularly as fat can be synthesised in the body from the carbohydrates and protein in the diet. Again, extra fat is no longer required as a vitamin carrier now that it is possible to enrich the food to any desired extent by the addition of vitamin D in the form of irradiated ergosterol. Food so enriched, but with a reduced fat content, has been proved to satisfy every need of the infant, whilst its regular use is attended by freedom from constipation and other troubles associated with disturbances of the general metabolism.

Though simple fats can be synthesised in the animal body from carbohydrates and protein, the sterol which is the precursor of vitamin D cannot be so synthesised, and must consequently be supplied in the food. If supplied through the medium of added fat, as was at one time the only feasible method, trouble may often arise. Now, however, it is possible to make good any shortage of the essential food factor by the addition to milk food of irradiated ergosterol; the proportions of fat, carbohydrate and protein can be adjusted to a nicety; and in this way the constituents of the infant's diet can be perfectly balanced.

## New Books

Lindley-Jones, W.—*The Mercantile Year-Book and Directory of Exporters.* 7 in. by 4½ in. Pp. 992. 20s. 9d., post free. Lindley-Jones & Brother, Ltd., 32 Bishopsgate, London, E.C.2. [This, the forty-fourth annual issue, is edited by the founder of the book. Its classified lists of merchants, agents and merchandise cover the greater part of the world, and each year sees an increase in its usefulness.]

*Workshop Receipts.* Supplement: Aluminium to Wireless. 7½ in. by 4½ in. Pp. 458. 5s. E. & F. N. Spon, Ltd., 57 Haymarket, London, S.W.1. [This book, which forms the fifth volume of Spon's well-known "Workshop Receipts," is of the same practical character as its predecessors in the series. Some of the sections are of considerable length—e.g., "Photography" occupies thirty pages—and the volume is provided with 234 illustrations.]

Lupton, A. W.—*Aids to Mathematics of Pharmacy.* 6½ in. by 4½ in. Pp. viii+95. 3s. Baillière, Tindall & Cox, 7 and 8 Henrietta Street, Covent Garden, London, W.C.2. [Students will welcome this book, as it deals adequately with the mathematical problems of pharmacy. Part I is devoted to such questions as percentage solutions, dilution of alcohols, etc., and exercises and answers are given. Part II treats of volumetric analysis. Perusal of this little volume should ensure correct methods of pharmaceutical calculation.]

Carter, W. G.—*Business Building for Pharmacists.* 7½ in. by 5 in. Pp. xi+195. 6s. Baillière, Tindall & Cox, 8 Henrietta Street, London, W.C.2. [This little book is based on sound lines. Among many useful suggestions are the following:—To make and keep a complete and up-to-date index of the shop and its contents with simple methods of finding the retail price of every article; to sell the larger sizes and generally to increase output; methods of treating customers, to keep them and make them into friends of the shop; to obtain a knowledge of one's goods and to keep it for ready reference; to keep window shows up to date. A few ingenious methods of showing awkward but profitable lines are also given. On the whole, this manual is a useful one for a man in a country business, but it is too full of trite aphorisms for a brisk city retailer. It contains numerous short paragraphs that are not "snappy" enough to be interesting and not long enough to be thorough. The section devoted to advertising and advertising media is perfunctory, and lacks real guidance. There are, however, many sound ideas in the book, particularly on competition and service.]



## The South African Chemical Trade

ALTHOUGH certain British chemical exports to South Africa have tended to decline, the British hold on this market is still secure. Great Britain is still the largest exporter of chemical goods to South Africa, and, with forceful advertising and better representation, they could capture more of this trade. At present British sales of chemicals for manufacturing and druggists' supplies are worth about £665,000 a year, but in 1920 such sales averaged over £900,000. This figure has not been reached for several years now.

Glycerin for various manufacturing purposes is used widely in the Union, but the bulk of this trade is in French hands, such sales reaching an annual value of almost £120,000. Holland also makes extensive sales of glycerin to South Africa, the annual value of this trade being about £44,000. Sodium cyanide needs in South Africa are being largely supplied by Canada, who is making rapid progress in this branch of the chemical trade. In seven years the sales rose from a mere £1,266 to £77,189, and have every possibility of increasing.

Cyanide of sodium from Germany sold well in South Africa before the war, but this country has never recovered its old position in this market. The pre-war trade in this line was worth about £220,000 a year; to-day it rarely reaches a value of £2,000. The demand for nitrates for commercial and agricultural purposes is obviously supplied by Chile, whose sales in this market are over £220,000 a year.

### TOILET SOAPS COMPETITION

The South African imports in expensive toilet soaps are at present divided between Great Britain and the United States, for the share of such competitors as France is negligible. In 1920 the American trade in this line was worth about £55,000 a year, but it has risen now to £80,000. Most of the cheaper sorts of soap used in the Union are made locally, and it would hardly pay the British exporter to force a way into that market. This also refers to cheap soap extracts and powders and to soft and saddle soaps. The best brands of British toilet and other soaps will always be in demand in the Union. Few locally-made shaving soaps, for instance, are used there. This is one line in which overseas exporters have almost a monopoly. In the case of shaving creams and powders this applies with even more force. In the same way no toilet preparations like face creams can be made profitably in South Africa.

The British exporter must be prepared for strong competition in certain lines, and one of these is manufactured chemical products, which are now made in South Africa to an annual value of £6,500,000. Over 140 factories, using machinery and plant valued at nearly £2,000,000, and occupying land and buildings of almost the same value, are hard at work. A small export trade has been developed. Although this does not often reach an annual value of £12,000, there are hopes of expansion. These factories use about £3,500,000 of raw materials, of which less than a third are derived from local sources.

The possibilities of the South African market are well illustrated by comparison of the trade returns for 1927 and 1928. In the former year the value of the imports of drugs, chemicals and medicines was valued at £1,141,876, but the next year the total increased to £1,969,000. Chemicals for industrial purposes are not included in these totals. The biggest individual item is probably glycerin for manufacturing purposes, the annual value of which import fluctuates between £350,000 and £500,000. The next important item is sodium salts, over £400,000 of which is imported annually. The numerous miscellaneous chemical imports amount to an annual value of about £600,000. Up to £220,000 worth of nitrates for manufacturing are drawn annually from overseas, whence also is derived about £90,000 of sulphur, about £44,000 of various acids, and almost £35,000 each for ammonium compounds and potassium.

The stores account of the South African Railways is worth watching, and particulars of tenders offering are always available at the High Commissioner's office in London. Up to £10,000 of explosives are brought over, £200,000 of oils and similar imports, about £6,000 of varnish and some £400 of drugs. Many chemical imports are also included among the unenumerated items, which total annually over £2,000,000 in value. A much greater amount of explosives is used on the Rand mines, whose annual account for this item totals nearly £2,000,000. This is one South African market worthy of the attention of the British chemical manufacturer. Smelting apparatus, assay and chemical materials to a value of approximately £150,000 are bought annually. The annual consumption of cyanide is worth about £305,000; of grease and tallow about £100,000; of various oils about £90,000; and of caustic soda about £16,000. That South Africa is an excellent market for artificial fertilisers is appreciated by many chemical exporters, but attention might also be drawn to the potentialities of Kenya in this respect. Although in two years this colony increased its guano imports from the Seychelles from a mere 50 tons to over 1,000 tons, this is not sufficient for its agricultural needs, and increasing quantities of artificial fertilisers will be needed. The British exporter to South Africa has sentiment on his side, and that is an important factor.

## Indian Quinine Policy

THE Government of India have issued a Press *communiqué* stating which of the recommendations of the Royal Agricultural Commission have been accepted by them and what action they are taking on them. As regards quinine policy, it is stated that the question has been exhaustively examined in the light of the recommendations of the Commission, particularly on their financial aspect. The director of the Botanical Survey has been asked to submit an estimate of the financial results which may be expected to follow from the acceptance of the Commission's recommendations; and to report the nature and strength of the staff which would be required for a Central Cinchona Department.

It may be mentioned that the Royal Agricultural Commission had recommended that "the development of cinchona cultivation, the manufacture of quinine, and the control of distribution so far as price within India is concerned should be the responsibility of the Central Government." The total amount of consumption of quinine in India is estimated at 160,000 lb. annually, of which only 42,000 lb. is manufactured in India. The price in India was governed by the world price, which was the monopoly price, owing to the circumstance that 90 per cent. of quinine is supplied from Java. India should therefore produce all her requirements.

It has been found that the selection of seeds in Bengal has resulted in the doubling of the quinine percentage yielded by them. The possibility of extending the cultivation depended on the altering of the character of trees so as better to adapt them to the Indian climate, and the improvement of soil at a cost which would be found economical by the cinchona planter. The most valuable species now planted was a *Cinchona Ledgeriana*, but its value was restricted by the fact that it can stand neither frost nor high temperatures. But the plant hybridises readily, and with good investigation excellent varieties can be evolved. For this reason the Royal Commission had recommended that a special Central Institute should be established for the investigation of cultural difficulties of the cinchona tree. This last question has not, however, been dealt with by the Government of India as yet in their Press *communiqué*, as no decision seems to have been taken on it.

A SENSE OF VALUES.—The "Leicester Mail," in a recent issue, offers congratulations to Mr. F. O. Robinson and Mr. R. W. Fairbrother, both of Melton Mowbray, who won the first and second prize respectively in the latest Analytical Tournament in the C. & D. "Corner for Students."



## Trade Report

The prices given in this section are those obtained by Importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

28 Essex Street, W.C.2, May 29

CONDITIONS in the pharmaceutical chemicals market are still unsatisfactory, with buying on a hand-to-mouth basis. It is said, however, that there seems to be a little evidence in some quarters of returning confidence, which it is hoped will continue. Bismuth salts have been reduced following a decline in the metal. Emetine and salts are also lower. In Mincing Lane produce the more important counters are much as they were before, sugar being steady but still quiet, while rubber, despite a slow demand, has improved somewhat. In spices, a feature was the further lift in pepper, but shellac remained slow and was easier for forward delivery. Among other price changes of the week is an advance of 3d. per proof gallon in rectified spirit, which has necessitated a revision in prices of spirituous preparations. Mineralised and industrial methylated spirit has been advanced 3d. to 4d. per gallon, and methylated ethers 1d. per lb. In drugs, senega is cheaper and menthol easier. Higher prices have been paid for Sumatra benzoin. Cassia fistula is scarce and dearer. Ipecacuanha is offering at lower prices. Shensi rhubarb is firm and scarce, while star anise oil is dearer on short spot stocks, with no c.i.f. offers. Kordofan gum acacia at one period substantially declined for forward shipment but subsequently recovered; demand is poor. The demand for industrial chemicals continues limited, but prices, as a rule, are maintained, with an easy undertone. Formaldehyde is steadier after the recent decline; potash chlorate and sodium acetate are easier. Depression continues among the so-called vegetable oils, and in a number of cases quoted values are easier. These include groundnut, palm, palm kernel, soya, rape and wood oils. Linseed is firmer.

Higher	Firmer	Easier	Lower
Anise oil, star Benzoin (Sumatra) Cassia fistula Ethers, meth. Pepper Spirit, methylated (mineralised & industrial) Spirit, rectified	Linseed oil          Steadier    Formaldehyde	Lemon oil Menthol Paraformaldehyde Peppermint oil (Jp.) Potash chlor. Rape oil Sodium acetate Turpentine Wax, veget. (Jp.)	Bismuth and bismuth salts Cochineal Emetine and salts Ground nut oil Palm kernel oil Palm oil Senega Soya oil Wood oil

### Cablegram

BERGEN, May 28.—The catch of cod since the opening of the season now amounts to 59,925,000, against 74,463,000 at the same date last year. The yield of steam-refined cod-liver oil is 77,507 hectol., against 87,393 hectol at the same date last year. The market is quiet.

### Crude Drugs, etc.

ACONITE.—The scarcity of aconite root has been relieved somewhat and is offered at 76s. c.i.f. for shipment, ex Hamburg.

AGAR-AGAR.—Prices on spot are steady at 4s. 3d. for Kobe No. 1, with Kobe No. 2 at 4s., and Yokohama No. 1 at 3s. 11d. For shipment, Kobe No. 1 is offering at 3s. 9d., Kobe No. 2 at 3s. 6d., and Yokohama No. 1 at 3s. 8½d. c.i.f.

ALKANET.—Hungarian root is quoted at 45s. per cwt. c.i.f.

ANTIMONY.—Chinese regulus has been dull and the undertone is easy, while spot parcels might now be secured at a little under £28 delivered warehouse. There is only little interest shown for future shipments, and shippers have made

renewed concessions, orders now being placeable at £24 15s. to £25 c.i.f. Chinese crude is nominal at about £23 10s. on the spot. English high-grade is £46 to £46 10s., and ordinary brands vary down to £40 per ton. Chinese white oxide is about £31 per ton.

BALSAMS.—Tolu is quoted at 3s. 10d. per lb. spot. Peru is unchanged at from 6s. 6d. per lb. spot according to seller. Canada is 5s. spot.

BELLADONNA.—Leaves are quoted at 60s. per cwt. c.i.f. for fair green.

BENZON.—Since the auction a fair business has been done in Sumatra seconds at higher prices. Market is therefore firm for good almondy seconds, which are worth from £8 to £8 15s. per cwt. The lower grades are not in plentiful supply, common to good thirds being from £5 10s. to £6 15s. per cwt.

BISMUTH.—The further reduction made in the Syndicate's quotation of 1s. per lb. to 4s. per lb. net ex-London warehouse for quantities of not less than five cwt. created but little surprise in trade circles, as it had been known for some time past that offers from outside sources had been made pretty freely at under the official quotation. An important factor in bismuth, as pointed out before, in the C. & D. has been the steadily growing American production, and the new considerable output which made its appearance in Canada late last year. There is no doubt that the Syndicate is feeling the effect of this increased competition. It is interesting to note that the price now stands at a new low record, while the 5s. figure was the lowest which had been registered for several years or since 1924. From that time the official price fluctuated to over 12s. 6d. per lb. as recorded late in 1925, which figure, however, was only maintained for a little over two months.

CADMIUM.—The tone is somewhat easy as the demand has been slowing down and falls rather short of incoming supplies. Offers from America, however, are not being unduly pressed on this side, and the agents of the Australian and Canadian producers maintain their prices at 3s. 9d. to 3s. 10d. per lb.

CARDAMOMS.—An auction of 115 cases Ceylon and Indian will be held on Thursday, May 29.

CASCARA SAGRADA is about steady and a fair business passing: 1924 peel is 75s. to 77s. 6d., and 1928 72s. 6d. on the spot. New crop for June-July shipment is quoted at 55s. per cwt. c.i.f.

CASSIA FISTULA is dearer. Practically the whole of the spot parcels of good quality have been cleared at up to 20s. to 22s. 6d. per cwt. for good sound pod. It would appear that even these prices are below the quotation wanted for forward shipment.

CHAMOMILES.—The market has been a little easier since the sales, and 225s. per cwt. for fairly white Belgian first pickings is quoted, with "off colour" first pickings offering at 215s. per cwt.

CLOVES.—Zanzibar are quiet but steady at 11½d. per lb. on the spot: to arrive, May-July shipment, is 11½d. c.i.f., and August-October 11½d. c.i.f.

The landings in London of Zanzibar during the week ended May 24 were 40 and the deliveries 22, leaving a stock of 1,260, against 1,914 in 1929 and 11,995 bales in 1928. The landings in London (from January 1 to May 24) have been 4,345, against 4,070 in 1929, and the deliveries 4,083, against 4,543 in 1929.

COCHINEAL is lower, good silvers offering at from 2s. 6d. to 2s. 5d., and black grain at 2s. 6d. per lb.

COCOA BUTTER.—Prime English is quoted on the spot at 1s. 1½d., C.F.R. at 1s. 1½d., and Van Houten's "A" at 1s. 1½d. per lb. in not less than one-ton lots.

COD-LIVER OIL remains quiet, and in view of the fact that prices are in buyers' favour, more interest is likely to be shown in the near future. The Finmarken fishing has proved a failure, and the deficiency to date is practically 10,000 hectolitres. Agents quote from 104s. to 106s. per barrel c.i.f. for finest new Lofoten non-freezing steam-refined oil.

COLCHICUM SEED, which has been unobtainable for some time, is now offered at 2s. 6d. per lb. c.i.f. for June-July shipment from origin.

DAMIANA.—Leaves are now quoted at 10½d. spot, with limited offers forward.

DIGITALIS.—Leaves of fairly good quality are offered at 55s. c.i.f.

DRAGON'S BLOOD.—There has recently been further arrivals of reboiled lump, and any parcels of tip-top quality are snapped up. For fair to good reboiled Singapore the limit is £35, seconds £32 to £33, and rather seedy lump £26 to £27.



**GINGER.**—West African is quiet at 41s. per cwt. on the spot, and for May-June shipment 38s. c.i.f. is quoted. Fair washed rough Cochin on the spot is quoted at 75s., and forward at 57s. 6d. c.i.f. Jamaica is offered at from 60s. to 90s. per cwt. as to quality.

**GUM ACACIA.**—At one period of the week the c.i.f. price of Kordofan declined to 59s. c.i.f. for May-June shipment, but at the close was firmer at 64s. c.i.f. The demand, however, from consumers is very poor. Kordofan cleaned on the spot is 72s. 6d. and natural 70s. Talha is 40s. spot and 30s. c.i.f. for May-June shipment.

**PECACUANHA.**—Spot market for Matto Grosso is showing an easier tone on account of cheaper prices coming from Hamburg, and is offered at from 10s. to 10s. 3d. c.i.f. London, for fairly good testing root.

**KOLA.**—Market is inclined to go better for West Indian halves since some recent spot sales: good bright Jamaica 4d., fairly good quality St. Lucia 3½d. West African are unchanged at recent values at from 2½d. to 3½d. as to colour.

**MARSHMALLOW ROOT.**—Cut is offered at 130s. c.i.f.

**MERCURY.**—The home trade demand continues dragging and quite featureless. Consumers seem more determined than ever to confine their purchases to immediate needs. Orders can apparently be placed on the spot at about £22 net per bottle, and there has been no alteration in the quotations on the part of the Combine, which range from £22 5s. to £20 2s. 6d. net according to quantity. The f.o.b. quotation for shipment stands at £21 15s. per bottle net. There seems to be a fairly ample supply available on the spot, but no reliable information is available, having regard to the position of the mines in either Italy or Spain, although recent reports suggested that production in Italy was being curtailed. Operations at the Almaden mines will, of course, remain suspended as usual until the autumn.

**ORANGE JUICE** is offered at 2s. per Imperial gallon c.i.f. London for Spanish natural rose-head squeezed.

**PEPPER** shows no material change on spot. Singapore is 11d. spot; to arrive, May-July sellers quote 10d. c.i.f. Lampong is 11d. spot. To arrive, May-July shipment has been sold at 9½d. to 10½d., and August-October at 8½d. to 9½d. c.i.f. Tellicherry is 11½d. spot. Alleppy is 11d. spot. White Muntok is now firmer at 1s. 1½d. spot, sales having previously been made during the week at 1s. 0½d. spot. April-June shipment has been sold at 1s. to 11½d., May-July at 1s. 0½d., and August-October at 11½d. to 1s. 0½d. c.i.f. to 1s. 0½d.

**PIMENTO** is firm and dearer, with spot sales at 7½d. per lb. To arrive, sales include afloat at 65s. c.i.f., and July shipment at 65s. c.i.f., closing buyers at 68s. c.i.f.

**RUBBER** is without material alteration, and spot, after having been done up to 7d. per lb., closed easier at 6½d. per lb. The market generally has been idle, and most of the rubber delivered during the past week is the result of purchases made some time ago. In spite of the apparent weakness, importers are trying their utmost to avoid a further decline in the market by refusing to sell below 6½d. per lb. It remains to be seen whether this resistance can be upheld, should manufacturers maintain their present attitude of buying from "hand to mouth." Arrivals fell off last week and amounted to only 1,580 tons, whilst deliveries were 1,559 tons, showing a slight increase of 21 tons in the stocks. The London stock now stands at 76,953 tons, against 30,893 tons at the corresponding period last year. The Liverpool stock now stands at 24,722 tons. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and June, 6½d.; July-September, 6½d.; October-December, 7½d. per lb.

**SAFFRON** is still cheap at from 36s. to 39s., according to quality for Valencia.

**SEEDS.**—Very little business has been done during the past week. **ANISE.**—Spanish is 57s. 6d. and Russian 31s. per cwt. on the spot. **CANARY.**—Mazagan on spot is 27s. 6d. A little Tangier is selling at 26s. 6d., and Morocco (f.a.q. 4 per cent.) has been sold at 25s. 6d. **CUMIN.**—Malta is 70s. for sifted and f.a.q. 65s. spot. Morocco is quiet at 57s. 6d. spot. New crop is now quoted at 51s. c.i.f. **FENUGREEK.**—Business has been done in Morocco seed at 18s. 6d. per cwt. spot. The c.i.f. price remains at 15s. 6d. c.i.f. **CORIANDER** at 7s. 6d. per cwt. on spot is quiet. **MUSTARD.**—English is 25s. 6d. to 30s. per cwt. according to quality. **DILL** seed is slow of sale at 21s. 6d. per cwt. spot. **CARAWAY.**—Dutch is still offered at 37s. 6d. spot.

**SENEGA.**—More interest is now shown in this article as it is considered that values are now rather on a more safe basis. On the spot, some holders ask 3s. 1d., but it might be possible to shade this figure. For shipment, 2s. 9d. to 2s. 10d. c.i.f. is quoted.

**SHELLAC.**—The market for usual standard TN orange quality has been idle at 127s. 6d. per cwt. Fine orange is 140s. to 235s., pure button 160s., and AC cakey 135s. To arrive, sellers of May-June shipment quote 112s. 6d. c.i.f. Sales for delivery include August at 125s. and October at 126s. 6d. to 122s., with closing sellers of August at 121s. and October at 123s. 6d.

**SPIRIT (METHYLATED).**—The makers announce an advance of 3d. to 4d. per gallon all round, and their prices from May 26 for the ensuing twelve months will be as follows:—

In one Delivery	Industrial Methylated Spirit	Pyridinised Industrial Methylated Spirit	Mineralised methylated Spirit (coloured Violet)
	61 o.p. 64 o.p. s. d. s. d.	61 o.p. 64 o.p. s. d. s. d.	61 o.p. 64 o.p. s. d. s. d.
500 gallons and upwards	1 7 1 8	1 9 1 10	—
100 " and under 500	1 8 1 9	1 10 1 11	2 8 2 9
30 " " 100	1 9 1 10	1 11 2 0	2 9 2 10
5 " " 30	1 11 2 0	2 1 2 2	2 11 3 0

Industrial methylated spirit of 66 o.p., 68 o.p., and 74 o.p., can be supplied at 1d., 2d., and 4d. per gallon respectively over the prices quoted for 64 o.p., strength.

Methylated resin finish 2d. per gallon extra, and methylated shellac finish 6d. per gallon extra over the prices quoted for pyridinised industrial methylated spirit. Terms, cash in one month, less 2½ per cent.

**SPIRIT (RECTIFIED).**—The price of spirit vini rect. has been advanced by 3d. per proof gallon to 1s. 8d. per proof gallon, free delivered, usual terms. In the event of a buyer providing cash payment for the duty with order it has been agreed that a discount of 2d. per proof gallon shall be made.

**WAX (VEGETABLE).**—Japanese is quoted at 70s. per cwt. on the spot, and for June-July shipment 62s., c.i.f. is quoted. Fatty grey Carnauba is 100s., and chalky grey 100s. per cwt. on the spot. To arrive, fatty grey is 92s. 6d. c.i.f. for May-June shipment, and chalky 92s. c.i.f. Primeira is 145s. spot and 122s. c.i.f. Mediana is 115s. c.i.f. nominal and 130s. on the spot.

### Essential Oils

RECENT sales on short spot stocks have resulted in higher prices for star anise. Sicilian citrus oils are steadier, and no further downward movement is expected in lemon. Cedarwood is higher, but other American oils are generally unchanged at prices which would probably be shaded to induce business. Business is still unsatisfactory.

**ANISE (STAR).**—There has been plenty of inquiry with supplies on spot very scarce. Recent sales have been made at 4s. 9d. per lb., but buyers have now to pay the higher prices asked. Cases on the spot are now quoted at 5s. 3d. per lb., and tins at 5s. 3d. for "Red Ship," with no c.i.f. offers. Tonquin in tins is offered at 4s. 3d. per lb. spot, and to come forward at 3s. 9d. c.i.f.

**BAY** is unchanged at from 7s. to 7s. 6d. per lb. spot according to test.

**BERGAMOT.**—Some sales have been made at 9s. 10d. per lb. c.i.f., London, ex producers, but 10s. per lb. c.i.f. is more generally quoted. On the spot 10s. 3d. to 10s. 6d. per lb. is quoted for 37-38 per cent.

**BOIS DE ROSE** is unchanged at 3s. 6d. per lb. spot for Brazil and 5s. 8d. per lb. spot for Cayenne.

**CAMPOR OIL** is in short supply and 175s. to 200s. is now asked for Chinese, of which there are a few drums available on spot. A few drums of Japanese are offered at 160s.

**CASSIA** is unchanged at from 3s. 10½d. to 4s. per lb. spot and at 3s. 4d. c.i.f. to arrive.

**CEDARWOOD** is higher at 1s. 9d. per lb. spot in drums and 2s. per lb. for smaller quantities.

**CITRONELLA.**—Java is unchanged at 2s. 5d. per lb. spot and 2s. 4½d. c.i.f. Ceylon is firm at 2s. 4d. per lb. spot and 2s. 1½d. per lb. c.i.f.

**GERANIUM.**—Bourbon is rather scarce on the spot at from 17s. 6d. to 18s. per lb. as to seller and quantity, and to come forward 17s. to 17s. 6d. per lb. c.i.f. is quoted. Algerian is offered at 16s. per lb. c.i.f. and 16s. 3d. to 17s. per lb. spot according to seller.

**GINGERGRASS** is without call and 7s. 6d. per lb. spot is quoted.

**LAVENDER.**—French 38-40 per cent. is quoted at 10s. 6d. per lb. spot.

**LEMON.**—Pure machine-made lemon oil is offered at 3s. 10d. per lb. c.i.f. London in quantity, ex producers, and demand



for this oil at the present has been considerably more than for hand-pressed. Hand-pressed oil with 4.5 per cent. natural citral content is quoted at 4s. 9d. per lb. c.i.f. London, ex producers. The position seems to be rather steadier. Previously many of the producers defaulted in paying for the fruit to the growers, but as a result of this the lemon-grove owners appear to have given way and effected a compromise owing to the urgency to effect sales. In view of this it is not thought that lemon oil will recede further at the present. On the spot, hand-pressed is quoted at 5s. per lb., and machine-made at 4s. Spot prices still show a wide range, dependent on the seller.

ORANGE.—Sicilian sweet on the spot is offered at 10s. 6d., and to arrive at from 10s. to 10s. 3d. c.i.f. Jamaica sweet is firmer at 9s. 6d. c.i.f. London.

PALMAROSA is the object of an occasional inquiry and 9s. per lb. spot is quoted, with offers for shipment at about 9s. c.i.f., which would probably be shaded.

PATCHOULI.—Singapore is quoted at 18s. per lb. spot.

PEPPERMINT.—American natural tin oil is offered at 12s. 6d. per lb. c.i.f., and redistilled at 13s. 9d. per lb. c.i.f. for tins in cases. Drums are about 3d. per lb. less. On the spot, tins are quoted at from 12s. 6d. to 12s. 9d. per lb. according to seller. Japanese dementholised is quiet at from 5s. to 5s. 1½d. per lb. on the spot, and to arrive 5s. 4d. c.i.f. is quoted for June-August shipment. H.G.H. is 17s. 6d. spot.

ROSEMARY.—Owing to the rate of exchange the price of Spanish rosemary new crop is indicated as being fairly low.

SASSAFRAS on the spot is quoted at from 5s. 6d. to 5s. 9d. per lb., and to come forward at from 5s. 4d. to 5s. 6d. per lb. c.i.f. for genuine natural oil.

SPEARMINT.—On spot, 19s. to 20s. per lb. is quoted, according to seller and brand; to come forward, 18s. 6d. to 19s. 6d. per lb. c.i.f.

SPIKE.—Sales of Spanish spike have been made at 2s. 2d. per lb. in quantity, ex warehouse. For smaller quantity 2s. 3d. per lb. is quoted.

WORMSEED is offered at 11s. 9d. per lb. c.i.f., and on the spot at from 11s. 3d. to 12s. 6d. per lb. is quoted according to seller.

The following arrivals have taken place from the countries indicated during the period May 21 to May 27 (inclusive): Bay (o. B.W.I. Is.) 21 cs.; bergamot (It.) 50 cs.; cassia (H.-K.) 20 cs.; geranium (Alg.) 4 dm.; juniper wood (Ger.) 2 cs.; lavender (Fr.) 7 cs.; lemon (It.) 61 cs.; orange (It.) 5 cs.; (Sp.) 1 cs.; peppermint (Jap.) 15 cs.; (Ger.) 7 cs.; rose (Fr.) 2 cs.; sandalwood (Aust.) 36 cs.; undescribed (U.S.) 5 dm. 10 cs.

### Pharmaceutical Chemicals, etc.

THERE is very little change in this market to report. Conditions throughout are still unsatisfactory, both as regards the volume of business moving and widespread price cutting. Citric and tartaric acids and cream of tartar remain dull and unsteady. Bismuth salts have been reduced following lower prices for the metal. Emetine and salts are also cheaper.

ACETANILIDE continues quiet, with quoted prices unchanged: B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb. as to quantity.

ANIDOPYRIN is rather easy as quoted on a dull market: crystals, five cwt., 12s. 9½d. up to 13s. 3½d. per lb. for small parcels; powder, 1½d. per lb. more.

ASPIRIN.—Business continues on a very limited scale, with prices unchanged, but the market is easy at these rates; home trade, 2s. 9d. to 2s. 11d. per lb. as to quantity; export to Colonies and British Possessions, ten cwt., 2s. 8d. up to 2s. 9½d. per lb. for small parcels; export to other destinations, about ¾d. per lb. more. Home and Continental makers quoting level throughout.

BARBITONE is unsteady and easy as quoted on a slow market: spot, 7s. to 7s. 6d. per lb. as to quantity.

BENZALDEHYDE is quoted at 2s. per lb. for quantities of f.f.c. in carboys; market is quiet.

BENZOIC ACID (B.P.) is meeting with some business with prices steady: quantities ex works, about 2s.; spot parcels, about 2s. 1d. per lb.

BENZONAPHTHOL is dull of sale: dealers offer spot at about 2s. 10d. to 3s. per lb. as to quantity.

BROMIDES are unchanged; business is very limited while competition is keen: dealers quote ammonium, 1s. 9d.; potassium, B.P. crystals, 1s. 5d. to 1s. 5½d.; granular, about 1s. 5d.; sodium, B.P., about 1s. 8d. per lb. for fair quantities. Home makers' sales prices are competitive.

BISMUTH SALTS.—Following the reduction of 1s. per lb in metal, the makers of salts have reduced their prices (by 1s. per lb. on carbonate), and now quote as under:—

	8 lb. and under 28 lb.	28 lb. and under one cwt.	Not less than one cwt.	
	per lb. s. d.	per lb. s. d.	per lb. s. d.	per lb. s. d.
Bismuth carbonate ..	7 3	6 9	6 6	6 6
" citrate ..	7 6	7 0	6 9	6 9
" nitrate cryst. ..	5 1	4 7	4 4	4 4
" oxide ..	9 3	8 9	8 6	8 6
" salicylate ..	7 4	6 10	6 7	6 7
" subchloride ..	8 9	8 3	8 0	8 0
" subgallate ..	7 6	7 0	6 9	6 9
" subnitrate ..	6 3	5 9	5 6	5 6

A rebate of 3d. per lb. will be allowed on sales of not less than two cwt. (either for prompt delivery or on contract), provided delivery is completed or paid for, within three months. Liquor bismuthi B.P.: in W.qts., 1s. 1½d. per lb.; 6 W.qts., 11d. per lb.; 12 W.qts., 9½d. per lb.; 36 W.qts., 9d. per lb.

CALCIUM LACTATE remains quiet with prices about steady at 1s. 1½d. to 1s. 3d. per lb. as to quantity.

CHLORAL HYDRATE is meeting with occasional business: home makers quote 3s. 1d. to 3s. 3d. per lb., while foreign duty-paid crystals on spot are firm at 3s. 6d. per lb.

CITRIC ACID (B.P. crystals).—The demand continues slow, while offers are very free and competitive; quoted prices are about unchanged, with the tone unsteady and weak: foreign make is about 1s. 6½d. for three tons up to 1s. 7d. per lb., less 5 per cent., for small parcels. English makers quote 1s. 7d. per lb., less 5 per cent.

CREAM OF TARTAR is meeting with a limited business, which is being done at cut prices: quotations are about level on the week at 94s. to 95s. per cwt., less 2½ per cent., for 99 to 100 per cent. foreign powder. English makers quote 94s. per cwt., less 2½ per cent. The market continues dull and unsteady.

CREOSOTE (B.P.) is quoted by dealers on spot at about 1s. 8d. to 1s. 9d. per lb. as to quantity.

CREOSOTE CARBONATE remains flat, with spot values quoted at 5s. 9d. to 6s. per lb.

EMETINE SALTS.—Makers' prices have been reduced about 8s. per oz.

ETHER (METHYLATED).—On account of the increased cost of methylated spirit, the makers of methylated ethers advanced their prices on May 26 by 1d. per lb. Anaesthetic ether made from duty-free rectified spirit is not affected. The current rates are as follows:—

		In W-qts.	Not less than 12 W-qts.	In drums or carboys
		lb.	lb.	lb.
S.g.	0.750 .. ..	1s. 0½d.	1s. 0d.	11½d.
	0.735 .. ..	1s. 1d.	1s. 0½d.	1s. 0d.
	0.730 .. ..	1s. 1d.	1s. 0½d.	1s. 0d.
	0.725 .. ..	1s. 3d.	1s. 2½d.	1s. 2d.
	0.725 triply rect.	1s. 7½d.	1s. 7d.	1s. 6½d.
	0.720 .. ..	1s. 4d.	1s. 3½d.	1s. 3d.
	0.717 .. ..	1s. 10d.	1s. 9½d.	1s. 9d.
Ether B.P. for anaesthesia, from duty-free rectified spirit ..		2s. 1½d.	2s. 1d.	2s. 0½d.

GUALACOL CARBONATE is very quiet at 4s. 6d. to 4s. 8d. per lb. on the spot.

HEXAMINE.—A very limited business is being done, with competition keen: outside make, 1s. 10½d. to 2s. per lb. as to quantity; Convention quotations are unchanged at 2s. 2½d. to 2s. 4d. per lb.

HYDROQUINONE continues to find fair business, with prices steady at 3s. 7½d. to 4s. 5d. per lb. as to quantity.

LACTIC ACID (B.P.).—Second-hand material is at lower rates than those now quoted under the control: 1s. 11d. for ton lots up to 2s. per lb. for two-cwt. lots in carboys; in jars, one penny more.

METHYL SALICYLATE (B.P.) is steady as quoted by home makers and dealers at 1s. 3d. to 1s. 5d. per lb. as to quantity; business is fair.

METHYL SULPHONAL remains slow and easy as quoted on spot at 12s. 7d. to 13s. 10d. per lb. as to quantity.

PARAFORMALDEHYDE is unchanged on quotation, but sales are at slightly easier rates: 100 per cent. powder, 1s. 7d. for quantities and 1s. 8d. for smaller parcels.



PARALDEHYDE is very quiet and competitive: quoted from 1s. 1d. to 1s. 3d. per lb. as to quantity and packing.

PHENACETIN is easy on spot, while business is poor: quoted at the controlled prices of 3s. 8d. to 3s. 11d. per lb. as to quantity, with powder 1½d. per lb. more.

PHENAZONE remains quiet, with Convention prices being discounted: quoted from 6s. 11d. to 7s. 3½d. per lb. as to quantity.

PHENOLPHTHALEIN is holding at the quoted prices of 5s. 11d. to 6s. 1½d. per lb. as to quantity; occasional business is being done.

POTASSIUM PERMANGANATE (B.P.) is steady on a slow market: quantities in drums, 5½d.; druggists' parcels, 6d. per lb.

RESORCIN is unchanged on a quiet market: quoted from 2s. 11d. to 3s. 2d. per lb. as to quantity.

SALICYLIC ACID (B.P.) remains steady as quoted by home makers at 1s. 5d. to 1s. 8d. per lb. as to quantity.

SALOL is rather unsteady at 3s. 7½d. to 3s. 10½d. per lb. as to quantity; business is still limited.

SODIUM SALICYLATE (B.P.) continues at former rates with not much business of importance on the market: home trade, powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d., and less 2s. 2d. per lb.; crystals, one penny per lb. more. Export prices, f.o.b. London or Continent, powder, two tons, 1s. 10½d. up to 2s. 0½d. per lb. for small parcels, with crystals one penny per lb. more.

SULPHONAL is slow of sale and quoted rates are easy: 10s. 1d. to 11s. 2d. per lb. as to quantity.

TANNIC ACID (B.P. *levis*) shows no change, with offers at about 2s. 9d. to 2s. 11d. per lb. as to quantity.

TARTARIC ACID (B.P. crystals).—The quoted price for fair-sized quantities is about unchanged on the week, but the market is still dull and easy at 1s. 1½d. per lb. for foreign, less 5 per cent.; business has been again small. English makers quote 1s. 2d. per lb., less 5 per cent.

THYMOL is steady, but there is little demand: synthetic fine white, five cwt., 8s. 9d. up to 9s. 8d. per lb. for small parcels.

VANILLIN is competitive for the small business moving: ex clove oil, about 14s. per lb. in cwt. lots; smaller quantities, 14s. 3d. to 14s. 6d. per lb.; ex guaiacol, 13s. 6d. per lb. in cwt. lots; lower prices for large quantities in both cases.

### Fixed Oils, etc.

DEPRESSED markets continue to be reported, and in a number of cases values quoted are easier. Palm oils have reached a very low level. The tone throughout is inclined to be easy. ACID OILS are dull and irregular: coconut and/or palm kernel, 31s.; groundnut, 27s. 9d.; soya, 25s. spot. CASTOR continues dull: pharmaceutical, 46s.; first pressings, 41s.; second pressings, 38s. 6d. per cwt. spot in barrels, in not less than one-ton lots. COCONUT is very slow: deodorised, spot, 41s.; Ceylon, 32s. 6d. c.i.f. COTTON is fairly steady but quiet: deodorised, 38s. 6d.; common edible, 36s. 6d.; soapmaking, 34s.; crude, 31s. 6d. spot. GROUNDNUT is easier and still flat: deodorised, spot, 40s., crude Oriental, 35s. PALM KERNEL is easier on a slow market: deodorised, 40s.; crude, 34s. spot. PALM has continued flat and prices for all grades show further depreciation: Lagos, 24s. 9d.; softs, 24s. 3d.; mediums, 25s. 6d.; hards, 25s. 6d.; bleached, 27s. 9d. spot. RAPE is slightly easier on a quiet market: refined, 41s.; crude, 39s. 6d. spot. SOYA is steady at slightly lower rates: deodorised, 37s.; crude, 34s. spot. LINSEED (raw, naked).—Values show a further recovery on the week with the market firmer. On spot, 42s.; June, 39s. 10½d.; June-August, 39s. 4½d.; September-December, 37s. 6d.; boiled oil, 45s. TURPENTINE.—The market has fluctuated, first improving, on a fairly active demand on the spot and good deliveries, up to 39s. 6d. for spot lots. The tone on Wednesday, however, eased slightly, with spot at 39s., June 39s. and July-December at 40s. Last week's deliveries were good at 2,099 barrels, making the total since January 1 40,563 barrels, which compares with 38,739 barrels the corresponding figure for last year. Stocks were returned at 11,160 barrels, which, together with 4,550 barrels afloat, makes the London visible supply 15,710 barrels, against 16,835 barrels at the same date last year. RESIN.—There has been a more active demand for forward shipment, although sellers are asking a fair premium at terms current for early shipment. C.i.f. quotations for American were as follows: B/D 13s. 10½d. to 14s. 6d., E 14s. 10½d., F/I 15s. 1½d., K/M 15s. 6d. to 15s. 7½d., W/G 16s. 3d. On the spot there were sellers of

I/K at 16s. 6d. per cwt. WOOD.—Hankow in barrels is dull and easier at 53s. 3d. per cwt. on the spot.

LUBRICATING OILS continue very quiet, with prices easy as quoted: spot, pales, £9 12s. 6d. to £21; reds, £11 to £21; dark cylinders, £12 10s. to £32; filtered cylinders, £22 10s. to £33 per ton, less 2½ per cent.

### Italian Citric Acid

The yearly report of the Arenella Co. for the year closed November 30, 1929, shows a net profit of 3,462,284 lire. This is the first report from the Arenella since the reorganisation of the company and the formation of the Citric Acid Consortium. During the five preceding years the company had been operating at a loss and no dividend had been distributed since 1922.

### Sudan Acacia

BOXALL & Co., in their report covering the period April 1 to 30, state that the arrivals in Kordofan stations and Tendelti amounted during April to 2,327 tons, which indicates continued improvement. April arrivals compare with other years as follows:—

	1923	1924	1925	1926	1927	1928	1929	1930
Tons:	2,050	2,383	1,681	2,026	1,949	2,530	1,671	2,327

Total new crop arrivals to date compare with previous seasons as follows:—

	1923	1924	1925	1926	1927	1928	1929	1930
Tons:	9,025	8,675	4,986	8,086	9,503	13,030	8,960	8,924

The Kordofan arrivals to date are the same in total as last year, but the arrivals this year definitely increased from beginning March, whereas last year arrivals fell off from February. The promise of the Kordofan crop is therefore better now than last year at the same time.

*Prices at El Obeid.*—There has been no definite tendency to rise or fall throughout the month, but repeated endeavours have been made to maintain or push prices up and to keep up the value of certain high-priced stocks, whilst others with an eye to the high prices of last year bought spasmodically and helped that policy. The net fall in prices during the month was 3s. per cwt.

*Demand.*—Demand has been irregular except from the U.S.A., where it has been pretty constant except towards the end of the month.

*Market Position.*—If endeavours have been made to keep up local prices, c.i.f. prices have been characterised by repeated cutting to sell. It is only in the East such a paradoxical situation would arise. It has been noticeable that on falling prices demand increased and on rising prices demand slowed down—just the reverse to what usually happened when prices were on the lower levels of former years. If the present weather continues the arrivals are likely to be good in May, but there is no record of a season in which May was not the latest high point of production.

*Talha Prices* declined 2s. on the Khartoum market.

The exports from January to March 1930, compared with 1929, were as follows:—

To	1929			1930		
	Jan.-Feb.	March	Total	Jan.-Feb.	March	Total
Great Britain ..	918	551	1,469	1,054	508	1,562
U.S.A. ..	742	805	1,547	773	407	1,180
France ..	433	459	892	579	356	935
Germany ..	538	565	1,103	566	364	930
Italy ..	286	135	421	270	120	390
Belgium ..	199	215	414	237	244	481
Japan ..	50	174	224	181	46	227
Spain ..	111	35	146	76	26	102
Holland ..	85	55	140	85	57	142
Denmark ..	14	—	14	3	—	3
Norway & Sweden	55	7	62	65	2	67
Egypt ..	28	20	48	27	—	27
Australia and N.Z.	86	76	162	140	71	211
China ..	63	41	104	69	60	129
Canada ..	—	10	10	14	5	19
Argentina ..	5	15	20	3	—	3
Brazil ..	7	5	12	12	—	12
Uruguay ..	—	—	—	—	—	—
Finland ..	5	22	27	5	—	5
British India ..	41	43	84	10	—	10
Other countries in America ..	5	—	5	13	2	15
Other countries ..	6	22	28	21	3	24
Total tons	3,677	3,255	6,932	4,203	2,271	6,474

The export figures are made up of the following qualities:—

	Hashab	Bleached	Talha	Total
January-March, 1929 ..	Tons 6,041	32	859	6,932
January-March, 1930 ..	Tons 5,487	6	981	6,474
Difference in 1930 ..	Tons -554	-26	+122	-458





Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

### The Pharmaceutical Society's Evidence

SIR,—The publication of the *précis* of the evidence given by the Pharmaceutical Society before the Departmental Committee enables us to form a better opinion of what the attitude of the Council was to this inquiry; and as the Council were released from their obligation of secrecy as soon as the report was issued, I cannot help thinking that it would have been better to have published this evidence as soon as possible, so that comments and criticisms could have been based on a study of both documents. On the whole, the first evidence offered by the Society was such as would have been endorsed by most pharmacists. But when, in section 11, the Council began to deal with the future their suggestions were ruled out as being outside the scope of the inquiry. Section 14, which you quote in your editorial article of May 17 (p. 605), comprises in a few lines the whole situation of pharmacy and its relation to the public; why a Committee appointed to consider the working of the Poisons and Pharmacy Acts should refuse to admit such evidence is incomprehensible. Also disallowed were sections 21 and 22, the first of these dealing with this similar problem of dispensing and selling drugs, not poisons, by unqualified persons. Coming to the supplementary evidence submitted by the Society, to the average pharmacist who knows nothing of the events except what he can read in the trade papers, it would seem that finding that part of their evidence was not to be taken into consideration and their other claims were not to be allowed, the Council definitely hedged. Why they did so is not clear to the uninformed mind, but in their statement they say that it was intimated to them that the Committee might not see their way to accept the proposal that the Society should retain its present powers respecting the Poisons Schedule; was not this almost equivalent to a decision before the inquiry was finished? Would it not have been more fitting to the status of the Council to have stood by its former evidence and to have left the Committee to have made its own suggestions? Instead of which, the supplementary evidence seems to have provided the basis of all those clauses in the draft Bill which have aroused so much criticism and trepidation among the general body of pharmacists. While the Council might be complimented on its initial evidence, I am afraid that it was let down in the compilation of the after thoughts.

Faithfully yours,

EVIDENTIA (26/5).

SIR,—In the memorandum submitted by the Society to the Departmental Committee the Council appeal for recognition as the governing authority for the practice of pharmacy, and also for a statutory definition of the functions of a pharmacist in its relations to the community. In the draft Bill embodied in the report of this Committee we find definitions of "dispense," "pharmacist," "Pharmacy Acts," etc., and the first part of the Bill is headed "Pharmacy"; but we get no definition of what "Pharmacy" is supposed to include. In a copy of "Selecta e Prescriptis" which I have, the tenth edition dated 1847, the first chapter is headed "Definitions," and deals with prescriptions, formulas, prescribing, but not pharmacy; and it is only on turning to a much later work, "Wootton's Chronicles of Pharmacy," that one finds the preface commencing with "Pharmacy, or the art of selecting, extracting, preparing and compounding medicines from vegetable, animal, and mineral substances." Although this may be a strict interpretation of the word "pharmacy," it cannot be doubted that under modern conditions the term covers a much wider field, especially

in connection with the retail practice of pharmacy; even the draft Bill deals with authorised sellers of poisons under the heading of pharmacy, so it is clear that the work of pharmacists is admitted to be something more than that of dispensers only. It is this enlarged view of the practice of pharmacy, therefore, which should be defined.—Yours truly,

PRACTISING PHARMACIST (27/5).

### Over-Regulation

SIR,—I am glad to see that you draw attention to the danger of the conditions of sale becoming so irksome as to make retail business in pharmacy not worth while (*C. & D.*, May 10, p. 573). It will be remembered as a small example of how impossible regulations destroy their own intentions that when the sale of copper sulphate was regulated and the price fixed (I believe at 8d. a lb.) this article almost immediately disappeared from retail trade in small quantities, and customers who came in for a pound had to be informed that it was not stocked or could not be sold under the conditions.—Yours, etc.,

OVERCONTROL (19/5).

### A Change of Address

SIR,—In a report of the last [March] meeting of the Pharmaceutical Society of Ireland a mistake occurred in the statement that I had not replied to a registered letter sent asking if I had changed my address. Such a letter was never received by me. An ordinary letter was forwarded to my hotel in Russell Square, London, W.C., which I replied to immediately upon my return, and hold the registrar's acknowledgment for the same. As this statement is likely to injure me in my profession (which, if true, would be both unbusinesslike and ungentlemanly), I will thank you to give this contradiction the same prominence as the misleading statement.—Yours faithfully,

FRED MILLER, L.P.S.I.

6 Ormond Road, Rathmines, Dublin.

### Council Election

SIR,—Mr. W. E. Bell, in your issue of May 24, makes two statements which reflect upon the Council of the Society. As they are clearly based on an incomplete knowledge of the facts I should be grateful if you would publish the following correction.

(1) No group of candidates for the Council election has been prohibited from advertising in "The Pharmaceutical Journal." Advertisements of "the so-called optical group" appeared in the Journal of May 3 (Supplement, p. 40) and May 10 (Supplement, p. 28).

(2) The addressograph machine of St. Clement's Press is at the service of all candidates who care to arrange with the firm for their addressing to be done by this means. It has been made use of in the past by candidates who were not retiring members.

Yours faithfully,

HUGH N. LINSTEAD, secretary.

17 Bloomsbury Square, London, W.C.1.

SIR,—Allow me to congratulate the seven successful candidates at this recent Council election, and especially Mr. Deacon—he has done splendidly. At the same time may I join with all my fellows in expressing sincere regret at the passing of Mr. Sargeant, one whose name is known and respected wherever the art of pharmacy is practised? I wish to express my most cordial thanks to the 1,917 members for their support at the poll, and I trust I have not in any way disappointed them. Personally I think this result for a first attempt extremely gratifying, and despite much opinion to the contrary, I am of the opinion that there are definite signs of the "writing on the wall." There is, moreover, much encouragement to carry on with the very good work, and I trust I shall be able to fight the battle for "better conditions for Retail Pharmacy" yet another day: again I heartily thank all my good friends.—Yours very faithfully,

THOMAS C. MILLER.

Dunfermline.



## Legal Queries

*G. J. B. (21/5).*—"Known, admitted and approved" remedies may be sold unstamped by qualified chemists and persons entitled to this exemption, including persons who have served an indentured regular apprenticeship to a chemist and druggist.

*K. F. K. (9/5).*—Since you have lost your indentures and also your discharge, in order to prove that you have actually served your apprenticeship it will be necessary to secure a sworn statement to this effect by some person connected with the firm in question.

*A. D. C. (29/4)* has organised a "club" for the benefit of his customers, who are given vouchers of a value corresponding with the amounts that they pay in. These vouchers can be exchanged for goods at "A. D. C.'s" shop. One customer has taken the vouchers to a rival chemist, who has given goods in exchange for them and has now sent them to "A. D. C." with a demand for goods to the same value. How does "A. D. C." stand? [It seems to us that "A. D. C." is bound to honour the vouchers by giving in exchange goods to the retail value of the vouchers, even if they are presented by another chemist, unless the scheme is organised in such a way that the vouchers are not transferable.]

## Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

### *A Lost Name*

Mr. J. Rowe, chemist, Starcross, would be glad to know the makers of capsules for piles, a sample of which was sent him a few weeks since.

### *Colour Tests for Menthol*

In the official monograph under menthol it is stated: "Boiled with sulphuric acid diluted with half its volume of water, menthol acquires an indigo-blue or ultramarine colour, the acid becoming brown." This is a dangerous test to apply, owing to "bumping," and to have hot sulphuric acid, even when diluted with half its volume of water, projected across the laboratory is never desirable. As the boiling point of this mixture ranges between 300° F.-400° F. it would be better to have a bath of that temperature in which the test-tube containing the mixture is allowed to remain until such time as the change of colour is observed. It would be much better to make the test more precise thus: 0.5 gram menthol with 10 c.c. acid to be placed in an oil or other convenient bath at a temperature of 350° F. for *x* minutes when the colour changes mentioned in the B.P. make their appearance. It is sometimes observed that the acid is slightly fluorescent (greenish) when viewed by reflected light.—*Abel Scholav.*

### *A Story with a Moral*

A recent event that caused great merriment happened when two unknown doctors drove up to a shop in their car, and asked the pill merchant to write down this prescription:—Pot. bic., gr. 160, sodii sal., gr. 160; tr. ferri perchlor., 3i.; aq. chlorof., ad 3viii. It was pointed out to the medical gentlemen that the mixture was incompatible. "Just a little effervescence, that's all," was the reply. After carefully weighing the powders and dissolving them, the dispenser made the mistake of dumping in the tr. ferri perchlor. A cloud of port-wine like foam instantly shot up in the air, accompanied by peals of laughter from the medicos at the predicament of the man holding the bottle, who made speedy tracks for the sink. The moral is to look at one's C. & D. as soon as possible, and so save time, money, and perhaps temper, for on p. 498 of the C. & D., April 19, there is the identical prescription and instructions how to prepare it.—*J. H. R. (12/5).*

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*R. & H. (5/3).*—APPLICATION FOR LICE ON POULTRY.—This is a pyridine-containing crude benzol. Samples should be referred to a gas company or to tar distillers for similar product. It may be necessary to try more than one, as such products vary somewhat from one works to another.

*G. T. P. (3/83).*—MOTOR SPIRIT IMPROVER.—This is a black tar-like partially crystalline paste, smelling strongly of naphthalene. It yields an ash of complex composition (including sodium, iron, calcium, aluminium, magnesium, silicon), with lead as the chief and significant element.

*H. & G. (3/83).*—MANGE REMEDY.—This is an oily liquid, specific gravity 1.1, containing fixed oil, probably linseed, and a heavy unsaponifiable solvent, which does not contain chlorine. Essentially, the mixture is entirely soluble in ether, but there is a very little ash containing zinc as its chief element. There is just a little essential oil which appears to be a mixture, probably of eucalyptus, camphor and thyme.

*A. O. (7/83).*—FOOT ROT OINTMENT.—This blackish paste is said to have been given by a herdsman in Scotland, who is now dead. The base is probably lard or beef fat. A heavy dark brown powder separates on dissolving away the fat by ether. Nearly one-half the weight is due to the powder. It is a very complex mixture, of which tin appears to be the most important element; there is a fair proportion of iron, but there are also present small quantities of lithium, sodium, potassium, manganese, zinc, magnesium, calcium, aluminium, silicon and boron. Careful testing indicated the absence of copper (except a mere trace) and mercury. There is no large quantity of arsenic, if any. Much sulphate is present but practically no chloride; it is acid in reaction. The *modus operandi* of its preparation is likely to remain the herdsman's secret.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," May 15, 1880

### Technical Reviews in the Lay Press

The system of sending technical works to journalists with no special acquaintance with the subject treated in order to get a cheap advertisement is humorously hit by a Californian scribbler thus:—Our old friend Le Duc is on deck again, this time with a large volume on the "Diseases of Swine," and in forwarding it to us he expresses the hope that we will give the work a careful perusal, and favour the department of agriculture with such criticism as we think it deserves. We have given the work a careful perusal—that is, we tore the wrapper off and looked at the gorgeous chromo of a "microscopic section of the mucous membrane of the intestines of Mr. Harris' pig." In our humble judgment this is the best chromo of the mucous membrane of the intestines of Mr. Harris' pig that has ever been placed before the gaze of an admiring and art-loving people. The perspective is fine, though the chiaroscuro is a little off. . . . In his circular letter to us M. Le Duc says: "If remedies have been employed with any degree of success, please state the ingredients and the proportions in which they are propounded, and the quantity given." We employed a remedy once to cure a neighbour's pig of the pernicious habit of rooting up our garden. The ingredients were nitre, sulphur, carbon, lead, and an old-fashioned musket; proportions, two handfuls of powder to a pint of shot. We are happy to inform the agricultural department that the degree of success was simply immense.





[Commenced C. & D., July 5, 1924]

**Sike's Hydrometer.**—This particular form of hydrometer was used by the Excise authorities for many years, and is still largely used by publicans, etc. It is graduated in degrees which give the amount of proof spirit, under or above, on direct reading. A thermometer is usually provided with the hydrometer, and a book of tables of correction, so that an amateur can easily get a reasonably correct result from his observations. It cannot, of course, be used, except in the case where the amount of solid dissolved matter is not more than a trace.

**Smelling-Bottle.**—The unsuitability of pomander cases for some types of perfumery, and particularly for those containing acetic acid or ammonium carbonate, may have suggested the use of glass containers. The first edition of Defoe's "A Tour through Great Britain" (1724-26) contained no reference to the use of smelling bottles at Bath, nor did subsequent editions up to 1753; but they appeared in the edition of 1769, revised after Defoe's death. The inference is that they became fashionable at some time between the two last-mentioned dates. A kind well known in the past century had two compartments, opening at opposite ends of the bottle: it was usual to fill one compartment with ammoniacal smelling-salts and the other with sponge impregnated with aromatic vinegar. Of late years coloured ammoniated alcohol with nitre balls in it has formed a popular basis. Recipes for various kinds of aromatic and medicated smelling salts are given in "Pharmaceutical Formulas." An apparent increase in the strength of smelling-salts can be effected by not allowing them to fill the bottle entirely, leaving above them a thin layer of air which remains charged with evaporated essence.

**Smoke Essence.**—See Wood-Smoke Essence.

**Smalt.**—A silicate of cobalt and potassium, prepared usually in Saxony, Norway and Sweden. Although the same general process is used in all three countries, the basic ore differs. In Saxony, smaltine, is principally used, while in Norway and Sweden the ore employed is cobaltine. After powdering, the ore is washed free from lighter earthy impurities, placed in a reverberating furnace and roasted. The oxides of sulphur and arsenic are condensed in a chamber through which the fumes are made to pass. When only sufficient arsenic is left to combine with the less oxidisable metals, and tests produce the finest-tinted glass, the process is stopped. Pure powdered quartz and potassium carbonate are used as fluxes in the proportion of potassium carbonate equal to one-third the weight of the ore and quartz together. The proportions are varied according to the colour required. The smalt furnace, containing usually eight clay crucibles, is then charged and strongly heated. The quartz and potash react to produce potassium silicate, which dissolves the cobalt oxide to form the blue smalt. The composition of smalt varies considerably; silicon is usually present to the extent of from 56-70 per cent.; potassium, 12-22 per cent.; and cobalt, 6-16 per cent. Smalt is a permanent blue pigment.

**Snake Root.**—See Serpentry.

**Snake Venom.**—A fluid secreted through certain fangs of various species of reptile. It is estimated that

25,000 deaths occur annually in India from snake-bite. The action of snake venom is frequently extremely rapid, the victim succumbing in a few hours. Venom is secreted by non-poisonous as well as poisonous snakes. The quantity of venom produced by the glands varies according to circumstances; the common viper yields about 10 centigrams, while the Indian cobra may produce a gram or more. The substance, when freshly collected, is a syrupy liquid, citron yellow, and slightly opalescent. When dried *in vacuo* or over calcium chloride it forms translucent lamellæ, and in this condition it keeps indefinitely. Venom is composed of a mixture of proteid substances, mucus, epithelial debris, fatty matters, salts and water. The poisonous properties are due to the toxalbumins present. It is now possible to obtain antitoxin of practical utility against snake venom. The serum produced is dried, tested and stored in hermetically-sealed tubes.

**Soap.**—The term soap, strictly, includes all metallic salts of the higher non-volatile fatty acids, but in practice it is restricted to the water soluble salts formed by combination of the alkali metals with fatty acids containing more than eight carbon atoms; only these, together with the salts of some resin acids, are of any value for cleaning purposes. The general method for manufacturing soap is the hydrolysis of animal or vegetable fats and oils by means of sodium or potassium hydroxides. By this process the glycerides of the fat are decomposed into glycerin and soap. Usually potash hydrolysis yields a soft soap, and if caustic soda be used the product is a hard soap. Lauric acid,  $C_{12}H_{24}O_2$ , is the lowest fatty acid to yield a satisfactory soap. Almost any type of fat can be used for soap making. The variety employed depending on the process to be adopted and style of soap required. For hard soaps non-drying oils or fats are used, such as mutton and beef tallow, horse fat, and various vegetable oils. Of late years the hydrogenated fats and oils which are a by-product of the margarine industry, have been used very extensively. Soft soaps are usually prepared from the drying oils, such as linseed or cottonseed. The best soft soaps are obtained by hydrolysing linseed oil with aqueous potassium hydroxide. Towards the end of the reaction potassium carbonate is added. Potash soaps cannot be salted out, and are therefore ready to be transferred to containers when the boiling process is finished; they contain glycerin and some potassium hydroxide and carbonate. If made from linseed oil the transparency is retained even in cold weather. Three alkali soaps are official in the B.P. 1914. Sapo mollis consists mainly of potassium oleate; the green colour is frequently obtained by the addition of chlorophyll. Copper salts have been used for this purpose, but are excluded by the B.P. Sapo animalis, or curd soap, is prepared from animal fats and consists mainly of sodium stearate. Sapo durus, or Castile soap, is mainly sodium oleate. The two may be distinguished by the fact that lead oleate is soluble in ether. An aqueous solution of the soap is precipitated with lead acetate, and the precipitate shaken with the solvent. Lead will not dissolve. Several "soaps" of the heavy metals are of commercial importance. Emp. plumbi consists largely of lead oleate. Aluminium oleate is used as an oil thickener. Soaps containing lead and manganese are used as driers in the manufacture of boiled oils. Copper and mercury soaps are constituents of anti-fouling preparations for protecting the bottoms of ships, while magnesium oleate is used to render dry-cleaning solvents non-inflammable.

**Soap, Commerce.**—There was a slight decline last year on the exports of soap of all kinds from Great Britain, both as regards quantities and values, the figures for the past five years being as follows:—

		1925	1926	1927	1928	1929
Cwt.	..	1,485,425	1,536,827	1,624,360	1,638,132	1,513,576
£	..	3,486,531	3,638,086	3,824,542	3,798,224	3,511,121



# The C.&D. Commercial Compendium

Our imports for the past three years have been:—

	1927	1928	1929
Cwt. .. ..	291,245	281,409	300,750
£ .. ..	709,177	697,087	709,377

The following figures show the imports of toilet soap (bars or tablets):—

Imports				
From	1926	1927	1928	
	Cwt.	Cwt.	Cwt.	
Norway .. ..	1,390	990	1,560	
Denmark .. ..	5,510	6,839	5,280	
Germany .. ..	1,658	1,410	5,753	
Netherlands ..	648	722	1,246	
France .. ..	7,031	4,806	4,485	
Spain .. ..	60	2,905	4,251	
Italy .. ..	1,291	882	915	
United States ..	5,521	9,063	8,658	
Other foreign countries ..	556	695	487	
Total from foreign countries ..	23,665	28,312	32,635	
Australia .. ..	1,604	16	244	
Canada .. ..	23,237	30,898	36,203	
Other British Countries ..	454	90	368	
Total from British countries ..	25,295	31,004	36,815	
Total .. ..	48,960	59,316	69,450	
Value .. .. £	170,049	192,597	223,560	

Exports					
To—	1924	1925	1926	1927	1928
	Cwt.	Cwt.	Cwt.	Cwt.	Cwt.
Sweden .. ..	202	202	212	117	112
Norway .. ..	118	85	81	119	82
Denmark .. ..	178	163	154	154	103
Germany .. ..	193	575	798	1,146	1,265
Netherlands ..	1,660	1,705	1,507	1,146	1,407
Java .. ..	2,511	3,431	3,109	3,801	5,177
Other Dutch Possessions in Indian Seas .. ..	1,100	1,221	1,340	1,640	2,148
Belgium .. ..	211	208	323	303	124
France .. ..	539	334	236	295	283
Switzerland ..	312	294	254	342	224
Spain .. ..	304	108	153	174	131
Italy .. ..	703	287	334	518	567
Egypt .. ..	790	1,243	1,111	1,455	2,112
Iraq (incl. in Brit. countries prior '27)	—	—	—	770	541
China (excl. Hong Kong) .. ..	2,016	1,314	2,078	878	1,535
Japan .. ..	1,384	97	204	232	316
United States ..	2,819	3,286	4,170	4,884	3,310
Brazil .. ..	119	143	143	123	157
Argentine Rep. ..	539	527	485	426	491
Other foreign countries ..	3,728	3,938	3,775	4,242	3,685
Total to foreign countries ..	19,426	19,158	20,467	23,425	23,770
Irish Free State ..	8,837	4,398	4,875	9,160	7,881
British West Africa ..	1,053	847	454	777	768
Cape of Good Hope ..	772	602	791	1,010	2,191
Natal .. ..	776	633	619	852	
Transvaal .. ..	505	412	544	450	
Iraq (incl. in foreign countries from '27)	413	492	682	—	—
British India:					
Bombay (incl. Karachi) ..	8,850	9,585	9,697	9,651	12,394
Madras .. ..	4,106	4,903	5,905	6,114	8,217
Bengal, Assam, Bihar and Orissa ..	4,803	5,551	7,894	8,527	8,529
Burma .. ..	1,613	1,315	1,312	2,119	1,352
Straits Settlements ..	1,297	1,655	1,597	1,823	1,205
Ceylon .. ..	1,616	2,143	2,892	2,901	2,769
Hong Kong .. ..	431	439	312	574	543
Australia .. ..	906	1,219	2,087	2,074	1,984
New Zealand .. ..	3,145	3,408	3,400	3,395	3,321
Canada .. ..	1,201	1,542	2,390	2,331	1,947
British West Indies ..	884	1,008	866	1,176	1,479
Other British countries ..	5,254	4,717	3,571	3,816	3,528
Total to British countries ..	46,462	44,869	49,888	56,570	58,168
Total .. ..	65,888	64,027	70,355	80,175	81,938
Value .. .. £	598,742	592,834	637,036	858,884	674,815

## Re-Exports

To	1924	1925	1926	1927	1928
	Cwt.	Cwt.	Cwt.	Cwt.	Cwt.
United States ..	7,076	441	1	2,853	4,209
Other foreign countries ..	1,640	1,384	1,206	443	768
Total to foreign countries ..	8,716	1,825	1,207	3,296	4,977
Irish Free State ..	1,440	467	751	730	903
Other British countries ..	597	482	387	387	376
Total to British countries ..	2,037	949	1,138	1,117	1,279
Total .. ..	10,753	2,774	2,345	4,413	6,256
Value .. .. £	54,283	18,624	15,030	24,799	31,031

As regards the United States the following figures show the destination of exports of toilet and fancy soaps during 1927 and 1928:—

Country of destination	1927		1928	
	lb.	\$	lb.	\$
<i>Toilet and Fancy Soaps</i>				
Denmark .. ..	288,063	70,862	192,652	50,936
Sweden .. ..	290,108	89,131	272,148	38,088
United Kingdom ..	841,532	442,121	381,761	247,177
Canada .. ..	334,824	71,513	436,230	80,854
Panama .. ..	266,561	76,959	255,025	69,437
Mexico .. ..	131,171	36,809	128,003	30,635
Cuba .. ..	926,803	257,614	256,719	104,497
Dominican Republic ..	200,774	50,188	166,528	44,691
Argentina .. ..	128,542	43,787	149,131	33,024
Colombia .. ..	270,250	103,086	222,955	114,160
Venezuela .. ..	149,141	67,520	95,915	60,566
British India .. ..	810,296	272,741	821,093	275,003
China .. ..	645,900	105,085	1,069,668	206,932
Java and Madura ..	122,523	38,373	167,361	43,391
Philippine Islands ..	797,536	199,188	721,172	170,034
Australia .. ..	212,995	100,966	159,366	79,431
New Zealand .. ..	163,231	70,719	93,144	37,387
British South Africa ..	212,185	98,728	158,357	63,142
Haiti .. ..	61,997	14,535	183,249	22,977
Peru .. ..	70,805	15,767	104,978	29,014
Other countries ..	1,261,655	575,884	1,201,641	497,528
Total .. ..	8,186,892	2,801,576	7,237,096	2,298,904

In 1928 India and China occupied first and third places, respectively, as customers. This, however, was not so much due to larger business as to a reduction of 44 per cent. in the volume of shipments in 1928 to the United Kingdom, compared with the preceding year. The money value of British India's toilet soap purchases from the United States in 1928 was actually a few thousands of dollars below 1926 when that country was in fourth place. On the other hand, during the last three years the U.S. trade with China in toilet soaps has improved to the extent of 33½ per cent. All of the British Dominions were lighter buyers of toilet soaps in 1928 than three years ago. The contraction in exports to this group ranged from less than 5 per cent. for India to over 41 per cent. in the case of New Zealand. Latin American countries and the West Indies combined, exceeded slightly the British Dominions, with 22 per cent. of the exports to their credit—yet there were losses of 66½ per cent. for Cuba, 50 per cent. for Argentina, 52 per cent. for Peru, and other shrinkages of lesser importance, with a few minor gains in this trade with Latin America, when comparison is made between the years 1926 and 1928. The Far East (China, India, Philippines, and East Indies) offers an excellent market for the less expensive toilet soaps. Denmark and Sweden are the only two countries of Continental Europe to receive separate classification and U.S. trade with them has been fairly constant and unimpressive, on the whole.

**Soap Nuts or Berries.**—See *Sapindus*.

**Soapstone** is an impure form of the mineral steatite, the hard massive variety of talc or French chalk. It consists mainly of magnesium hydrogen silicate  $Mg_3H_2Si_2O_8$ , and is found especially in the Americas. Powdered French chalk is sometimes asked for under the name "soapstone powder." Slabs of soapstone are used for laboratory benches and sinks.



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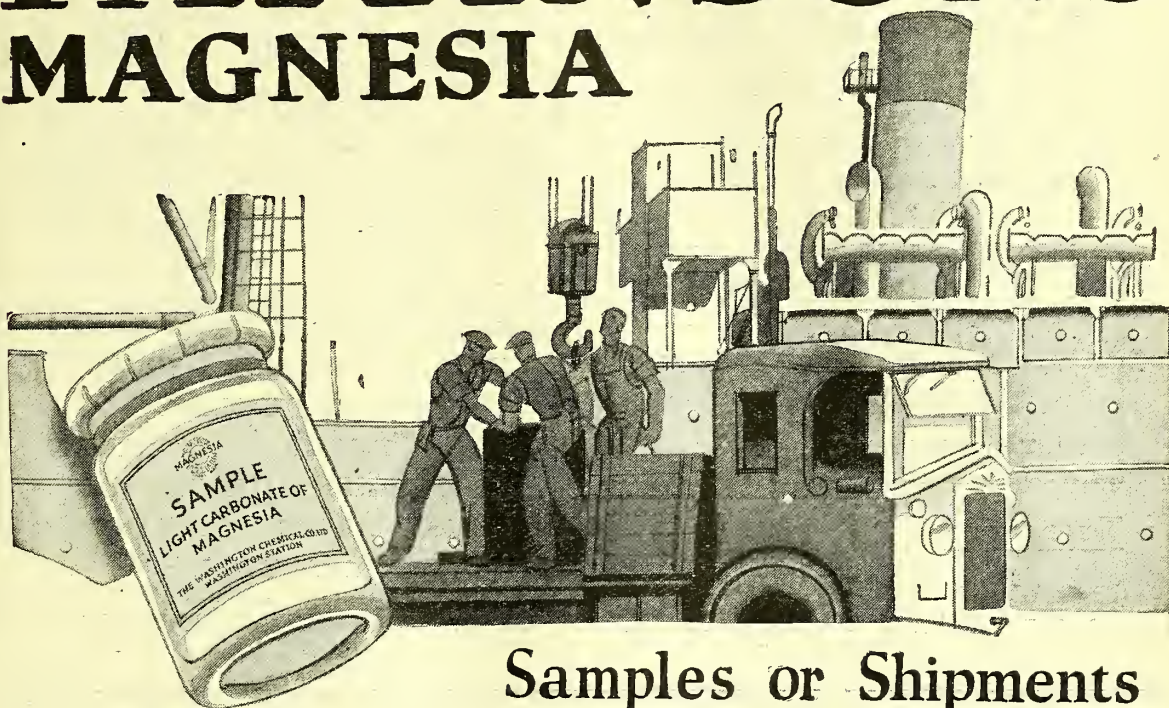
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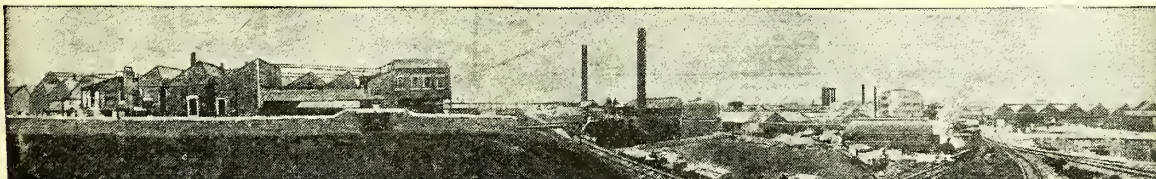
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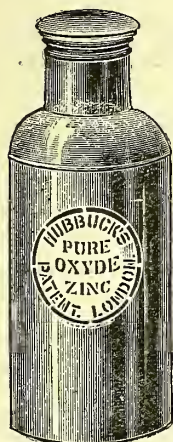
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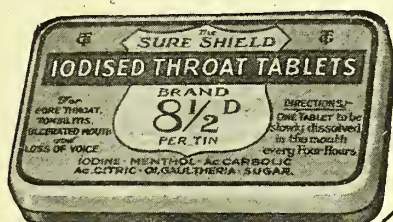
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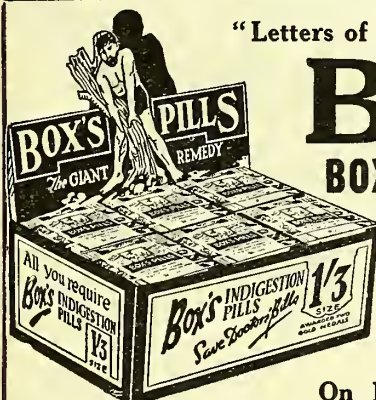
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TO-DAY'S DEMAND BEING  
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**ARE YOU GETTING  
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The demand is good, and  
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**TABLETS per box 3d., 6d. & 1/-**

Stocked by Scottish Wholesale Druggists

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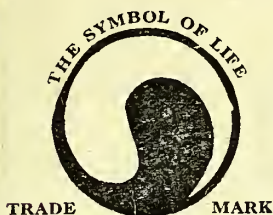
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**SAFE AND  
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In Jars  
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From all  
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**NATURE'S FRUIT LAXATIVE FOR CHILDREN AND ADULTS**

In response to many requests from Chemists we have decided to distribute the

### 9d. TRIAL SIZE

through the Trade at the usual discounts.  
Your Wholesaler holds stocks of this size.

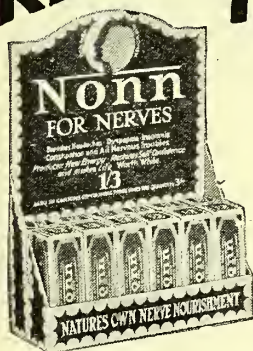
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TO THE  
FORE !**



Nonn sales are increasing everywhere and Chemists are co-operating with our advertising. Are you? If not, display Nonn in one of these attractive containers. It is worth the small space it occupies, for Nonn is a big success and sells readily. So keep Nonn to the fore !

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## RESTORES SELF-CONFIDENCE

**Prices and Particulars :**

**NONN IS SUPPLIED IN RED CARTONS FOR MEN AND IN BLUE CARTONS FOR WOMEN**

P.A.T.A. 1/3 per carton, Wholesale 11/3 per dozen  
P.A.T.A. 3/- per carton, Wholesale 27/- per dozen

Sole Distributors: Proprietors of Nonn Ltd,  
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**Important Announcement**

# Antipon

BRAND

## TABLETS

**33 1/3% PROFIT ON OUTLAY**

In response to many enquiries the Antipon Laboratories have decided to pack Antipon in Tablet form (new formula) commencing June 2. This line will be attractively packed in tin containers at the following prices :—

TRADE (Unstamped)	22/6	45/-	90/-
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RETAIL	2/6	5/-	10/-

A big Advertising Campaign is being launched early in June and will be sustained.

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**ANTIPON, LIQUID and POWDER**  
STYLE, PRICES and TERMS UNALTERED.

**ANTIPON LABORATORIES**  
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## A STANDARDIZED MALE SEX HORMONE

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IT IS PACKED IN ONE SIZE ONLY—bottles of 25 five-grain capsules, retailing at 9s. 6d.

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Continues to be prepared with scrupulous care, in the greatest chemical purity, by  
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Shows the best profit to the Chemist  
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For Food Purposes

ASK FOR SAMPLE AND PRICES.

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PAYS 50 % ON OUTLAY.

An infallible remedy for

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Rheumatism  
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Affections**

**P.A.T.A.** doz. ret.  
4 oz. tins 1/-, 8/-  
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Bottles 2/-, 16/-

Attractive advertising  
matter supplied on  
application.



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Manufactured by  
**LOFTHOUSE & SALTMER, Ltd.**  
HULL.



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**Tonic, Restorative,  
Digestive Wine.**

Known throughout the World,  
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CONVALESCENCE**, to Young  
Women, Children and the Aged.

DOSE: One wine-glass after the  
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Recommended by—  
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"For more than thirty years St. Raphaël Wine has been  
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BRITISH



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## CEREAL HEALTH FOODS

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Dietary for weight reduction, digestive  
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STANDARD IN DIABETES.

THE ONLY FOODS WHICH  
BEAR ON THE PACKAGE  
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THE CALORIE VALUE OF THE  
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*There could be no more impressive or  
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ENERGEN PRODUCTS ARE OBTAIN-  
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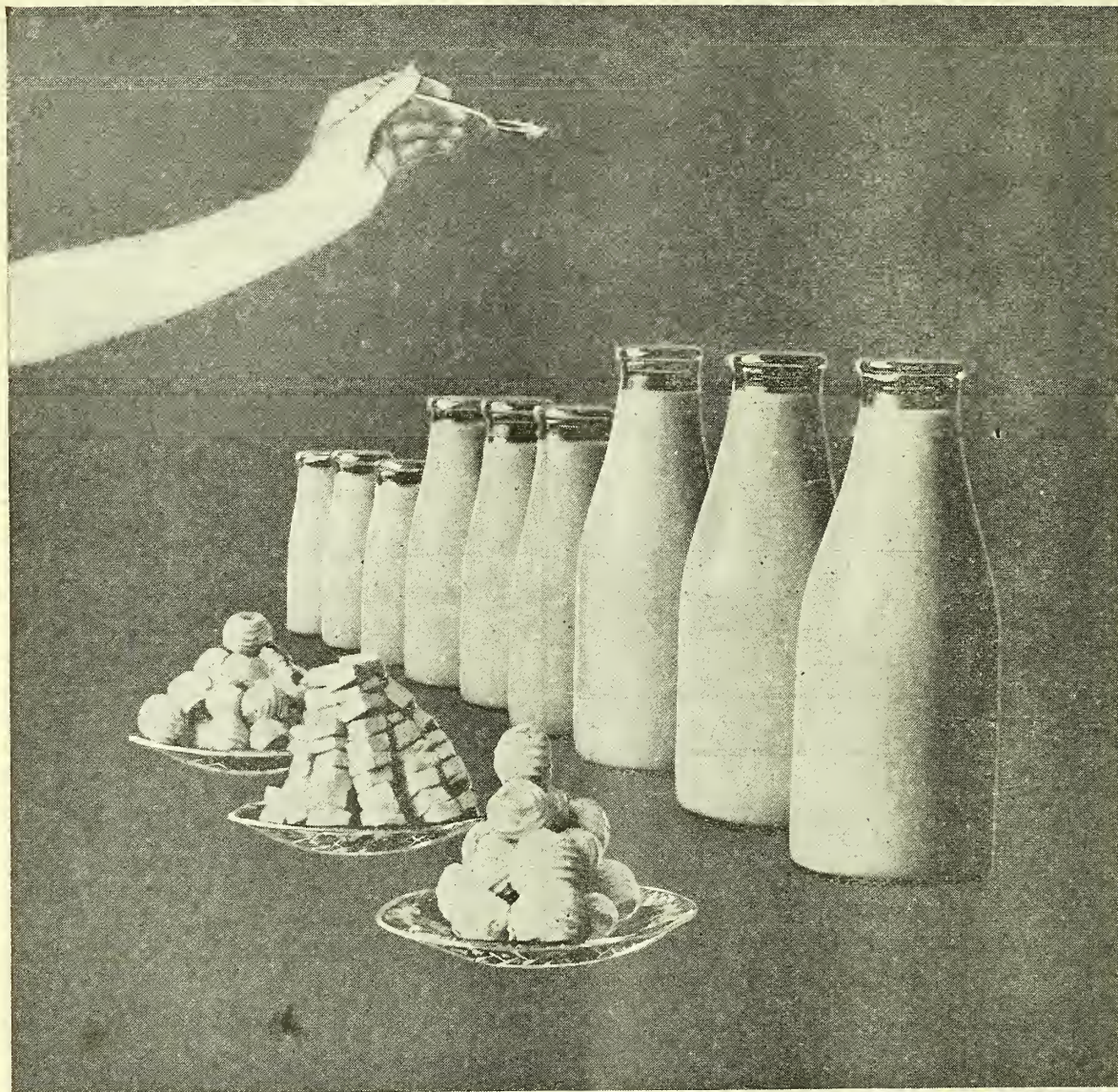
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Energen at reduced rates with full profit to the chemist.

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COD LIVER OIL CONTAINS MORE VITAMINS A AND D  
THAN ALL THE BUTTER AND MILK ANY INDIVIDUAL  
CAN EAT AND DRINK IN A DAY



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*Vichy Grande Grille*  
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Veganin Brand Tablets,  
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Cream of Magnesia-Wampole,  
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Vick Brand Vapour-Rub,  
" " Vapour-Spray,  
" " Atomiser,  
" " Influenza Tablets,  
" " Laxative Pellets,  
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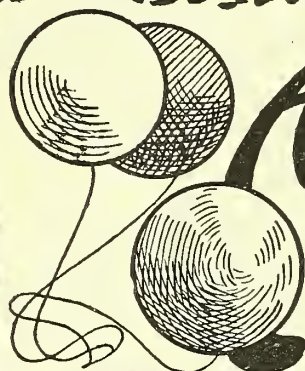
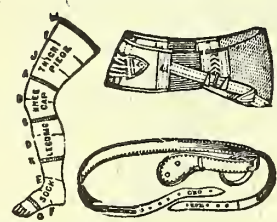
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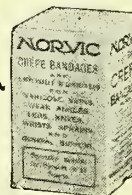
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*Ideal for Varicose Veins.*  
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Binders 4/- to 15/- ea.

ALL BINDERS REINFORCED TO PREVENT  
SAGGING. SAMPLE CUTTINGS FROM MAKERS.

**H. W. LAKE LTD.**  
6 & 7 C.D. Redcross Street  
LONDON, E.C.1



THE  
PUBLIC  
PREFERS

**ALLCOCK'S  
POROUS PLASTERS**

ALLCOCK MANUFACTURING CO., BIRKENHEAD, Eng.

There is always a steady demand for Allcock's Porous Plasters. This year's advertising campaign has served to greatly increase it. We advise all our friends to keep up their stocks and to make use of the attractive showcard and art paper wrappers which we supply free on request.



## "ON TIME"

Perfect organisation in all departments enables us to estimate with exactness the day on which even the largest order can be dispatched.

The question of delivery is often of particular importance in the case of labels, and we assure manufacturers and retailers alike that—no matter how large or small their order may be, it will be dealt with promptly and efficiently by

**ALF. HARRISON & SONS, LTD.**  
*Chemist and Colour Printers, BURLEY RD., LEEDS.*

LONDON OFFICE: SENTINEL HOUSE, SOUTHAMPTON ROW, W.C.1  
Also at DUBLIN and BELFAST.

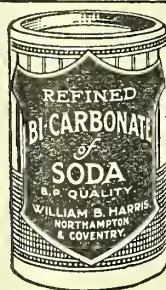
COMPLETE SET OF SAMPLES SENT TO THE COLONIES ON RECEIPT OF P.O. 10/6, WHICH IS CREDITED ON A £5 ORDER.



**ROBINSON'S of  
CHESTERFIELD**  
*for*  
**CARDBOARD  
BOXES**

ROUND · OVAL · SQUARE · FOLDING

ROBINSON & SONS LTD.  
CHESTERFIELD & LONDON



### BEADED BOXES

The boxes illustrated above are finding increasing favour amongst chemists. They are dust-proof and air-tight and of a very attractive appearance. Fitted with a flanged metal lid which is easily lifted out they form a very useful container.

Blank panel on reverse side for printing in Customer's name and address.

**ROBINSON & SONS, Ltd.**

Manufacturers of ROUND, OVAL, SQUARE AND FOLDING  
CARDBOARD BOXES.

**CHESTERFIELD**



**Best sellers**

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-  
**GUARANTEED TO STAY ACCURATE**  
**CONSISTENTLY ADVERTISED**

Made by  
**ZEAL**

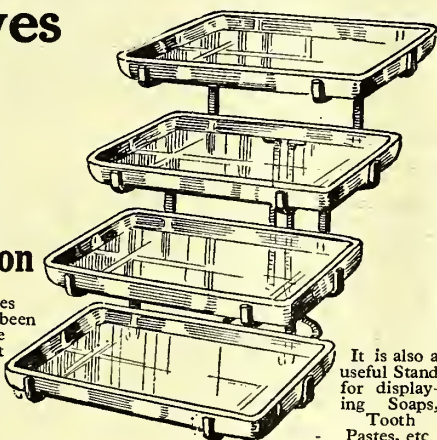
—the name the public knows.

G. H. ZEAL, LTD.,  
75 & 77, St. John St., London, E.C.1.



## Solves the Tooth Brush Question

Tooth Brushes have always been a difficult line to serve, but with the aid of this Stand customers can serve themselves.



It is also a useful Stand for displaying Soaps, Tooth Pastes, etc.

No. CDSF 2851—Very attractive **COUNTER DISPLAY STAND**. Constructed of mild steel finished Silver colour and complete with four clear glass trays size  $11\frac{1}{2} \times 7 \times 1$  in. Each tray is slightly sloped rendering the goods easy to see and select from. The overall height is  $15\frac{1}{2}$  in., width 12 in., back to front 15 in.

22/6 each complete.

Send for a copy of our new full 48-page List  
No. CD 1180, free on request.

**DUDLEY & COMPANY LIMITED**  
451 Holloway Road, London, N.7  
City Showrooms: 65-66, Fore Street, E.C.



We make

## GLASS BOTTLES OF EVERY DESCRIPTION

(Hand or machine made)

Ask us to quote for

**EMULSION.  
EMBROCATION.  
DISPENSING.  
FEEDING BOTTLES.**  
&c., &c.

Immediate delivery of well made, perfectly finished bottles at competitive prices.

*Wholesale Only.*

**BUY BRITISH BOTTLES!**

Regd. Office:

**Albert Glass Works,  
HUNSLET, LEEDS.**

Tel. Address:  
"Feeders Phone Leeds."

Tel. No.:  
21568 (2 lines).



(C. &amp; D. 31.5.30)

Aluminium branch display pedestal stand with three movable trays, by the Nottingham Aluminium Co.



## YOUR WINDOW MUST SPEAK

*Give it a silvery tone*

It pays; attention is captured and held. The silver tones of Aluminium are in keeping with the products you have to sell. So let Aluminium tell your story, for the sake of sales, and for the sake of hygienic qualities and durability.

# Aluminium

The British Aluminium Company, Adelaide House, King William Street, London, E.C.4.

## HARVEY'S

Watts' Embrocation, or Curb Bottle.  
Aconite Powders.  
Worm & Condition Powders.  
Watts' Red Lotion.  
Hair-Restoring Ointment.  
Edos, or Tasteless Purging Powder.

## HARVEY'S

Great

Protected Prices  
(P.A.T.A.)

## Remedies for the Horse



## HARVEY'S

Koppos Powder.  
Parasiticide.  
Thrush Specific.  
Hoof Ointment.  
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses  
**HARVEY & COMPANY, Ltd., Dublin**

## Continuous and Steadily Advertised Goods FOR DESTROYING RATS AND MICE

## DANYSZ VIRUS

Retail Price (Protected).	Net Wholesale Prices
Virus for Rats and Mice, single tube 2/- 3 tubes, 5/-	.. 15/- per doz.
Virus for Mice only - single tube 1/6 3 tubes, 3/-	.. 9/- " "
Date-expired tubes returned to us postage paid will be exchanged free of charge.	

## Danysz Virus in Liquid Form

Retail Price.	Wholesale Price.
Quart Bottles 6/- each	.. 4/6 each
Pint " 4/6 "	.. 3/9 "

## HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33 1/3% cash with order.

	Retail	Monthly a/c	Cash with Order
1/2 gall. tins ..	10/-	7/6	6/8
1 " " ..	18/-	13/6	12/-
5 " " ..	80/-	60/-	53/4

## DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.	
Retail Prices (Protected).	Wholesale prices per doz.
In tins 3d. ..	In boxes of 2 doz. 2/1
" 6d. ..	" " 1 " 3/8
" 1/- ..	" " 1 " 7/3
" 2/6 ..	" " 1 " 18/-
Danzo Beetle Powder will not deteriorate by keeping.	

CARRIAGE PAID ON ALL ORDERS.

To be obtained from

**HALLER LABORATORIES, LTD.**

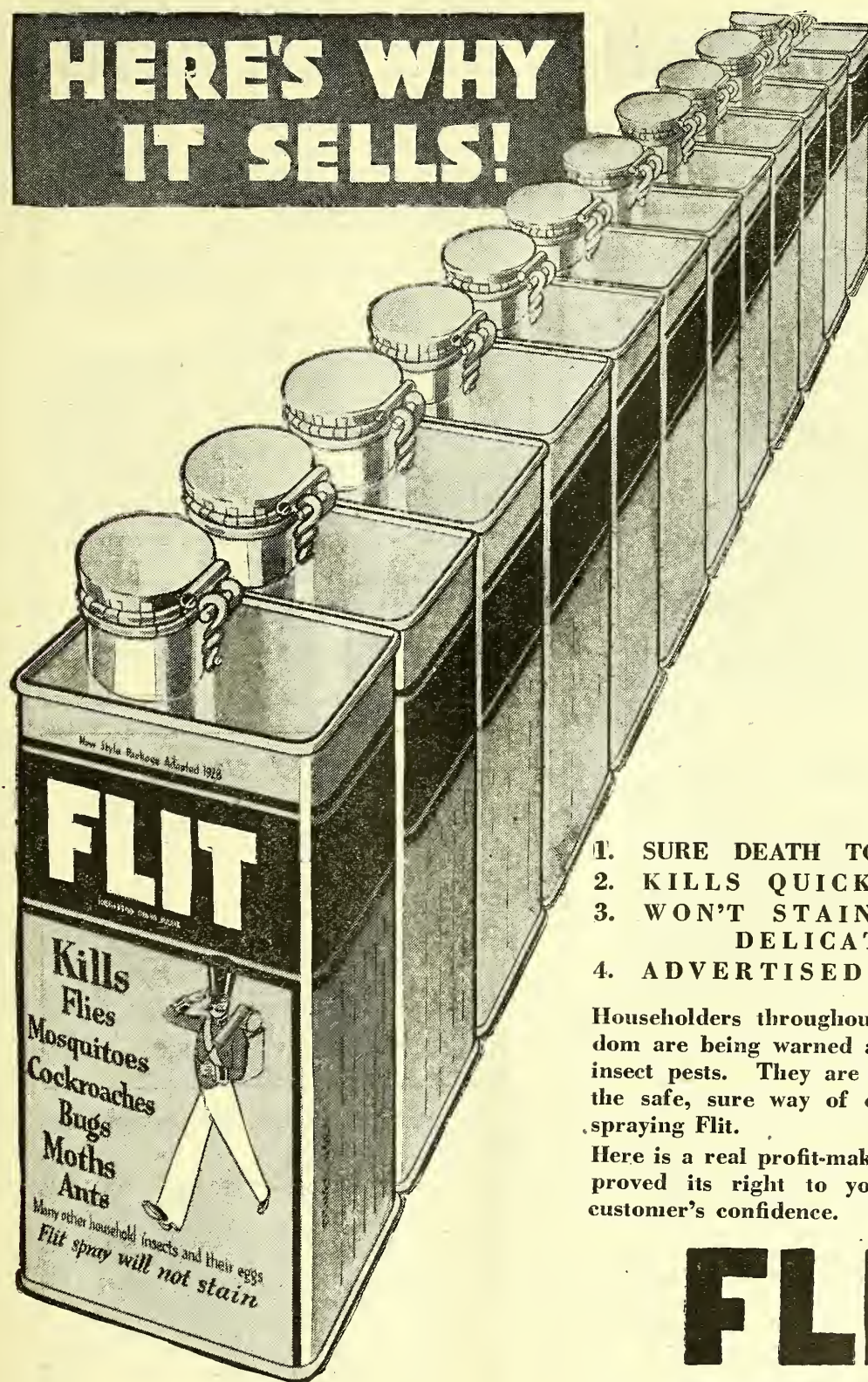
325 Borough High Street, LONDON, S.E.1

Telegrams: "Virudana, Sedist, London."

Telephone: Hop 2717



# HERE'S WHY IT SELLS!



1. SURE DEATH TO ALL INSECTS!
2. KILLS QUICKER!
3. WON'T STAIN OR INJURE DELICATE FABRICS!
4. ADVERTISED!

Householders throughout the United Kingdom are being warned about dangers from insect pests. They are being instructed in the safe, sure way of combating them by spraying Flit.

Here is a real profit-maker for you that has proved its right to your own and your customer's confidence.

# FLIT

FLIT DEPARTMENT, 128, ALBERT STREET,  
CAMDEN TOWN - - - - N.W.1.

Telephone: Hampstead 8066.



**BEATSON, CLARK & CO.**

LTD.

Chemical and Medical Glass Manufacturers

**ROTHERHAM, YORKS.**

Telegrams

"BEATSON, ROTHERHAM."



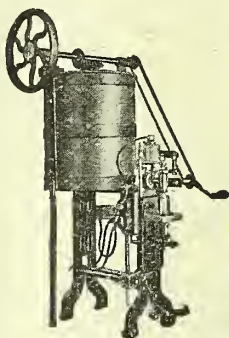
**SHOP ROUNDS. OIL ROUNDS.  
POISONS. SYRUPS & ETHERS**

WITH AND WITHOUT RECESS LABELS.

*ESTABLISHED 1751.***Roberts' Original Patent  
BOTTLE FILLING MACHINES**

The record makers in speed filling with cleanliness. Foot-Operated Machines. From £5 5s. Hand-Operated Machines. From 36/-

Soundly constructed, simple in action, easy to clean.  
**NEW PATENT SHALLOW TIN  
FILLING MACHINES**



Automatic CAN FILLING  
MACHINES, MIXING  
MACHINES, CORKING  
MACHINES.

NEW PATENT ACCESSOR-  
IES TO "NELSON,"  
"VICTOR" and "NAVY"  
BOTTLE FILLING  
MACHINES enable them to be  
used as Vacuum Fillers, Gravity  
Fillers or Pressure Fillers at will.

"ROYAL"

WRITE TO-DAY TO

**ROBERTS' PATENT  
FILLING MACHINE CO.**

33 Roundcroft Street, BOLTON, LANCs.

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**WAGNER'S DRY BOTTLE CAPS**  
BEST IN QUALITY & APPEARANCE



33, Brooke St., London, E.C.1.

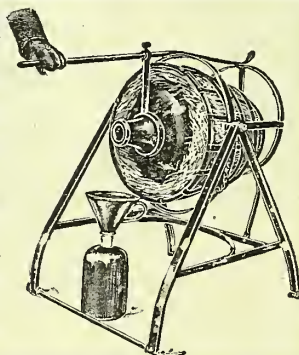
*Tel. No. Holborn 5090***CARBOY STAND  
AND TILTER.**

For crawling off small  
quantities of acids, etc.  
from Carboys, with ease  
and safety.

The Carboy can be tipped  
to any position with one  
hand.

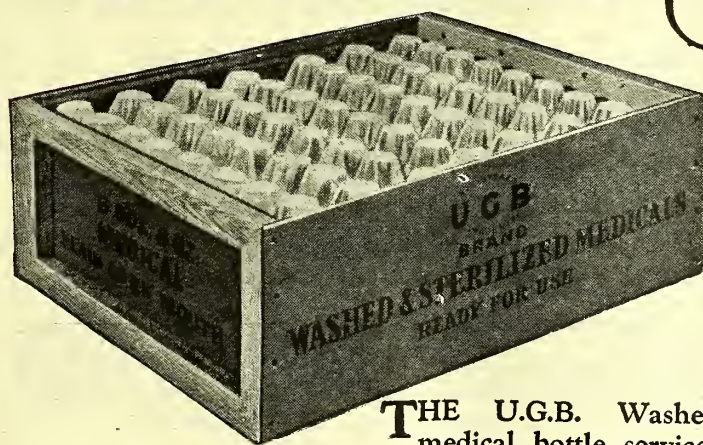
**R. & H. LEIGH & SONS,  
LIMITED.**

*Carboy Hammer Manufacturers,  
BOLTON.*





# The U.G.B. MEDICAL BOTTLE Service

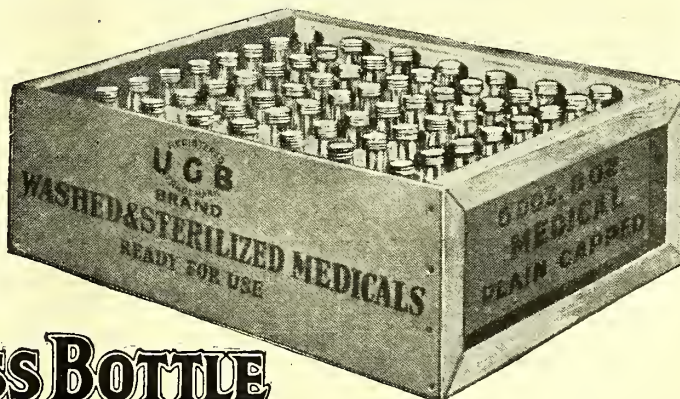


Photograph of actual package of Cork-mouth bottles with cover removed.

**T**HE U.G.B. Washed and Sterilized medical bottle service—introduced early in 1929—has proved to be an unqualified success, so much so that we were recently compelled to increase the capacity of our washing and sterilizing plant.

The screw cap service is in particular demand, and owing to the preference of users for a cap in a neutral colour, we have now standardized in fitting the bottle with an attractive RUSTLESS WHITE ENAMELLED CAP.

Photograph of actual package of Screw-cap bottles with cover removed.



## UNITED GLASS BOTTLE

MANUFACTURERS • LIMITED

The largest manufacturers of Glass Bottles in Europe.

Head Offices:

40/43, NORFOLK ST., STRAND, LONDON, W.C.2.

Telephone: Temple Bar 6680. Telegrams: "Unglaboman," Estrand, London.





# Chesterfield



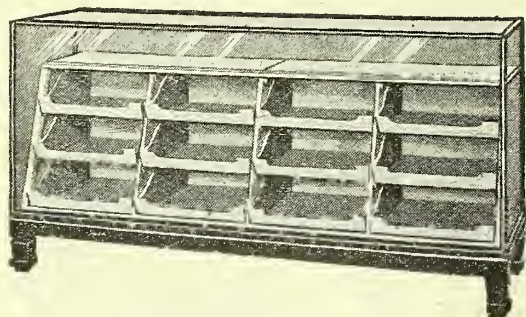
## The Town of the Crooked Steeple and the Cardboard Box Industry

Goods well packed are half sold, and easier selling means more sales. We have expert box designers who specialise in designing boxes which are salesmen as well as packages. If therefore you have any packing troubles send them to CHESTERFIELD where our 90 years experience is at your disposal.

**ROBINSON & SONS, LTD., WHEATBRIDGE MILLS, CHESTERFIELD.**  
MANUFACTURERS OF ROUND, OVAL, SQUARE AND FOLDING CARDBOARD BOXES.

900 workers are employed in the above factories.

## RETURN for OUTLAY



### THE QUICK SERVER

Ideal for business premises. Mahogany or Oak and Plate Glass. Three rows of light oak trays, opening from back as drawers. Above is a plate-glass shelf accessible by familiar sliding plate-glass doors.

*Full illustrated list free on request.*

On some goods you doubt that you are getting an adequate return for outlay, on some you are certain, on none can you rely so absolutely as on those things that enhance the attractiveness of your Pharmacy. A well-designed fitting is

### An Investment

that brings a perpetual return. It attracts custom, gives status and lasts long after it has paid for the initial cost. We shall be pleased to discuss any shop-fitting problem.

WRITE  
CALL  
or  
PHONE  
Clerkenwell  
2191

**Philip Josephs & Sons Ltd.**

90-92 St. John Street, Clerkenwell, E.C.1  
PHARMACY FITTERS FOR OVER A CENTURY.

Late of  
OLD ST.



# PHOSFERINE

## New Window Display Conditions

### Monthly Account.

### Carriage Paid.

For a small Central Window Display of not less than 14 days and an order for £5 worth of Phosferine we allow a bonus of 10/6, on a £2 10 0 order 5/3.

This shows a net profit on the transaction to the Chemist of 35% besides attracting the passer-by to the window and considerably augmenting sales generally.

The above conditions apply only to the United Kingdom.

### EXAMPLE.

		COST	SELLS FOR
3½ dozen 1/3 size at 12/- net	...	£2 2 0	£2 12 6
2 " 3/- " at 30/- "	...	3 0 0	3 12 0
		5 2 0	
Less 10/6 for Window Show	...	10 6	
		£4 11 6	£6 4 6

Showing a Net Profit of £1 13 0 on an outlay of £4 11 6.  
Window Display Material Free and Carriage Paid.

### WHOLESALE PRICES OF PHOSFERINE.

#### Carriage Paid.

#### Monthly Account.

1/3 size	...	12/- per doz. net.
3/- "	...	30/- " "
5/- "	...	48/- " "
12/- "	...	114/- " "

### PROTECTED PRICES.

Phosferine and all of our Proprietary Medicines are supplied on the condition that they are not retailed in the United Kingdom under the following prices—viz., 1/3; 3/-, 5/-, and 12/-.

.....

**PHOSFERINE (ASHTON & PARSONS) Ltd., Ludgate Hill, LONDON, E.C.4.**

Telephone No: CITY 8733.

Telegraphic Address: "PHOSFERINE, CENT, LONDON."

**IMPORTANT.**—Every care is used in corking and packing Phosferine, but occasionally a leaky bottle will pass undetected. Any leaky or faulty bottle should be returned to PHOSFERINE (Ashton & Parsons), Ltd., Ludgate Hill, London, E.C.4, when a fresh supply will be sent and postage refunded.



# LUTON

## STRAW HAT DYES

are in **BIG DEMAND** this year, because the ladies are **UNIVERSALLY** wearing **STRAW HATS**.

**LUTON IS THE CHEMIST'S STANDARD HAT DYE.**

Each bottle in separate carton, complete with Brush, in the following colours, Dull or Glossy:

Black, Poppy, Navy Blue, Primrose, Purple, Pink, Ruby, Heliotrope, Emerald Green, Dark Brown, Old Rose, Jade Green, Nattier Blue, Nut Brown, Olive Green, Burnt Straw, Grey, Royal Purple, Royal Blue, Myrtle Green, Nigger Brown, Saxe Blue, Rust, Brown, Kingfisher Blue, Mole, Almond Green, Flame, Silver Grey, Fuchsia, Royal Mail Red, Golden Brown. Any other shade can be matched or supplied.

Price 12/- per doz.; Retail P.A.T.A. 1/4.

**REMEMBER ALSO! AURORAL DYES** are the **FINEST** and **FASTEST** **SELLING COLD WATER DYES**. Just the thing for Summer Frocks, Undies, Stockings, etc. Beautifully Packed. Showcards, Silk Pattern Books and Display Cabinet provided in the following shades:

Black, Brown, Beige, Fawn, Lavender, Jade Green, Rose, Emerald, Apricot, Pale Blue, Mastic, Silver Grey, Mauve, Shell Pink, Apple (Almond) Green, Peach, Eau-de-Nil, Cherry, Lemon, Cream, Brick, Navy, Golden Brown, Mulberry, Flame, Dark Green, Kingfisher Blue, Flesh, Old Rose, Saxe Blue, Heliotrope, Champagne and Primrose.

Price 4/- per doz.; Retail P.A.T.A. 6d.

**VISIT OUR  
STAND**

AT THE

**CHEMISTS'  
EXHIBITION**

**MAY 26-30**

### **NOTE THE PROFIT ALLOWED BY OUR SPECIAL DISCOUNTS**

ALL PRICES subject to 5% DISCOUNT FOR CASH IN 7 DAYS.

£4 ORDERS subject to 2½% DISCOUNT as well as the 5% FOR CASH IN 7 DAYS.

£8 ORDERS subject to 5% DISCOUNT as well as the 5% FOR CASH IN 7 DAYS.

This means **OVER 52% ON OUTLAY** on a £4 Parcel containing equal quantities of "LUTON" and "AURORAL" DYES, or **OVER 57%** on a similarly assorted £8 Parcel.

*Patterns and further Particulars of Household Dyes of every kind,  
also special Prices and Terms for Exporters, from—*

**WHITAKER & CO. (KENDAL) Ltd.** DYE Specialists **KENDAL, Eng.**  
London Office & Showrooms: 179-185 GREAT PORTLAND ST., W.1



# THE CHEMIST AND DRUGGIST

## SUPPLEMENT

28 ESSEX ST.  
LONDON, W.C.2

MAY 31, 1930

*This Supplement is inserted in every copy of The Chemist & Druggist.*

Please note that our Address is now—

**THE CHEMIST & DRUGGIST**  
**28 ESSEX ST., STRAND,**  
**LONDON, W.C.2.**

Telephone : Central 6565 (8 lines)

Telegrams : "Chemicus, Estrand, London."

**CLOSING FOR PRESS.**

MUST REACH US  
NOT LATER THAN

**FIRST POST**

ALL ADVERTISEMENTS INTENDED FOR  
INSERTION IN THIS SUPPLEMENT

**THURSDAY MORNING.**

## CHEMISTS' TRANSFERS.

Messrs. Orridge & Co., 56 Ludgate Hill, E.C.

Telephone No. : CITY 2283.

May be consulted at their Offices on matters of Sale, Purchase and Valuation

1.—LONDON, W.C.—General Retail and Dispensing Business, with Kodak Agency; returns last year exceeded £3,000; present rate £65 weekly; gross profit 40 per cent.; double-fronted shop, well fitted in mahogany and fully stocked; rent £200; lease 18 years; terms, valuation of stock and fixtures, plus an agreed sum for goodwill, about £2,000 in all; this is a genuine business and worth attention.

2.—EAST LONDON.—Old-established Cash Retail and Dispensing Business, with Kodak Agency and N.H.I.; situate in busy main road; returns about £4,500 per annum; large double-fronted shop, well fitted and stocked; flat over; long lease; quick sale essential.

3.—LONDON, N.W.—Family Retail and Dispensing Business, with Kodak Agency; returns show a steady increase, last year being £1,700; double-fronted shop; stock and fixtures estimated to be worth about £400; lock-up shop; flat let off at 35s. weekly; 21 years' lease; terms, valuation of stock and fixtures, plus a sum for goodwill to be agreed.

4.—BECKENHAM (Near).—Old-established Dispensing Business; Kodak Agency; returns are approximately £4,000, with net profit of £1,000; audited accounts; estimated value of stock and fittings £1,400; good living accommodation; held on lease at rental of £70 yearly; would accept valuation terms; further details on application.

5.—LONDON, S.W. (Main Road).—Cash Retail Business, with Kodak Agency; turnover last year about £1,950, with net profit approximately £600; single-fronted shop; stock and fixtures worth £625; 15 years' lease; net rent £46; house sub-let; price £1,100.

6.—LONDON, S.E.—Working-class Retail and Dispensing Business, recently established; returns between £26 and £30 weekly, with scope for increase; double-fronted shop; stock and fixtures worth about £300; vendor owns the property and will sell same for £1,900, £1,450 of which can remain on mortgage; price for business, value of stock and fixtures.

7.—LONDON, N.W.—General Retail and Dispensing Business, with Kodak Agency; returns exceed £2,000 per annum, with net profit about £400; attractive shop; stock and fixtures

worth about £650; comfortable residence; held on lease; rent £140; no reasonable offer refused; price asked £900.

8.—SOUTH COAST.—Cash Retail and Dispensing Business; returns last year £3,255, with net profit £940; large double-fronted shop with five windows; well fitted and stocked; eleven-roomed house, with greenhouse and private entrance; rent £250; new lease; price £3,000.

9.—HOME COUNTY.—General Retail Business; returns last year £2,634, with net profit £711; double-fronted shop; main road; very well fitted; stock worth £1,060; valuable lease; terms, one year's net profit plus value of stock and fittings; owner retiring.

10.—SUSSEX COAST.—Good-class Retail and Dispensing Business; established many years; returns exceed £2,850, with gross profit approximately £1,200; double-fronted shop, well fitted and stocked; extremely good house; which can be sub-let to cover the whole of rent if so desired; long lease; price to be arranged; this business offers scope for increase under more modern management.

11.—KENT.—General Retail and Dispensing Business, with Kodak Agency; returns £3,800 per annum (£800 from Optical); double-fronted corner shop, fitted in mahogany and well stocked; rent £80 per annum; private house available if required; vendor will sell the Chemist's business apart from Optical if so desired, our client is desirous of selling forthwith and will meet a purchaser reasonably; further details on application.

12.—MIDDLESEX.—General Retail Business, with Kodak Agency; established by vendor about seven years ago; returns, 1929, £1,470; double-fronted shop, in main road, very well fitted and stocked; convenient living accommodation, recently redecorated; net rent £85; held on lease; price to be arranged.

13.—YORKS.—General Retail and Dispensing Business, with Kodak Agency; returns last year £2,366; double-fronted shop, well fitted and stocked; rent £75; modern house available; price £1,350.

14.—SUSSEX.—General Retail and Dispensing Business; returns £2,000 per annum; net profit about £450; rent £160; sub-let £95; held on lease; stock and fixtures estimated to be worth £1,250; price £1,450.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the Value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

## Valuations for Stocktaking

Messrs. O. & Co. are prepared to undertake these essential duties and make SPECIAL TERMS for such service.

**ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.4**



# Buying a business !

*If you are thinking of doing so  
get in touch with*

*Ernest J. George*

# Selling a business !

*Your interests will be safeguarded,  
and a fair deal secured.*

*Personal visit arranged. Groups  
of Shops of interest.*

**EVERYTHING TREATED IN CONFIDENCE  
MARK YOUR LETTERS "PRIVATE"**

Special Notice

FINANCIAL ASSISTANCE  
can be afforded to prospective  
purchasers of approved busi-  
nesses. Full particulars to  
bona-fide applicants.

*Ernest J. George*

*3 St. Paul's Close*

*Walsall*

'PHONE : WALSALL 3774



## The Association of Manfg. Chemists, Ltd.

Business Agency, Transfer & Valuation Department

Head Offices—Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).

PARKIN S. BOOTH, *Valuer.*

'Phone: City 1261-2-3

### BUSINESSES FOR DISPOSAL

1.—LONDON, S.W.—For immediate disposal, very old-established Chemist's Business; double-fronted lock-up shop and basement; held on lease 14 years, to run at rental of £100 per annum; Dental Surgery at rear let off at £60 per annum; returns average £50 per week; stock approximately £1,000; price for quick sale £1,650 all at. (39)

2.—LONDON, N.7.—Old-established Optical Business, combining recently established Pharmacy, held on lease with 14 years to run at a rental of £250 p.a., of which £135 is let on lease; returns £28 per week; very large shop, dispensary and sight-testing room, situate in busy main road; no opposition for some distance. Further particulars on application. (42)

3.—LEEDS.—Old-established Business for quick disposal, situate in busy main thoroughfare; returns average £30 per week; property for sale, consisting of 2 houses and one shop; one house sub-let at 10s. 6d. per week; price for property £950; price for business £550, all at. Further particulars on application. (37)

4.—LIVERPOOL.—General Retail Business, with N.H.I.; established many years; turnover for year ended March 31 £1,340, plus N.H.I. £380; with capable supervision this could be considerably increased; tenancy yearly at rental of £75 per annum, plus rates; price asked £500, plus stock at valuation (approximately £475). (40)

5.—LONDON, S.W.—Recently-established Retail Dispensing Business premises on 15 years' lease at £150 per annum, of which part is sub-let at £104 per annum; returns 1929, £1,932, all cash; Kodak and U.C.A.L. Agencies; price for quick sale £1,100 all at, or £750, plus s.a.v. (approximately £425). (41)

6.—LONDON, S.W.6.—Old-established Retail Business for quick sale; premises held on lease, eight years to run, at rental of £56 per annum, of which flat of four rooms is let off at 25s. per week on weekly tenancy and three basement rooms to D. & P. service at 10s. per week; returns average £20 per week under management; double-fronted shop with two rooms behind. Further particulars on application. (43)

7.—SURREY.—Good-class, well-established Family Retail Dispensing Business, with Kodak Agency; situate in high-class residential suburb, premises consisting of corner shop with excellent dwelling accommodation; held on lease 14 years at £150 per annum; shop well fitted and up-to-date high-class stock carried; returns average £40 per week; price for quick sale £2,000, or £500 lease and goodwill, plus stock and fixtures at valuation. (36)

## BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—MIDDLESEX.—Good-class Family Retail and Dispensing Business, in fine position; returns £2,400 odd; audited books; excellent house and pharmacy; long lease granted; owner retiring; price £2,000; recommended.

2.—NOTTS.—Middle-class Retail, in very good position, growing suburb; returns £1,200; scope for increase; corner pharmacy, with good house and nice garden; stock and fixtures £600 to £700; price £850, or offer.

3.—SOUTH COAST.—Good-class Retail Dispensing and Photographic, in main shopping street, close to sea; returns under manager £2,000; good profits; large shop, modern fitted and fully stocked; price £1,500.

4.—ESSEX COAST.—Unopposed Light Retail, with Kodak Agency; returns £700; qualified Chemist could do £1,000; low rent; good house, garden and garage; large shop; well stocked; price £400.

5.—CHESHIRE.—Unopposed Light Country Retail, returning about £1,000; good profits; plenty of scope; good house attached; every convenience; illness sole cause of sale; price, with frechold, £1,050.

6.—NORFOLK.—Unopposed Mixed Village Business, returning last year £1,059; sole cause of sale health reasons; good eight-roomed house, garage and over quarter-acre of fruit and flower garden; stock and fixtures worth £500; price £600.

7.—HACKNEY.—Profitable Light Cash Retail, with N.H.I. and Photo; present returns £1,500; good profits; large shop; good position; well stocked; price £850; trial allowed.

8.—WIMBLEDON.—Light Suburban Retail; neglected through ill-health; present returns £15 weekly; can be doubled; main road position; held on lease at profit rental; price £650.

9.—LONDON, S.E.—Sound Cash Retail, with Kodak Agency and N.H.I.; returns £1,560; net profit £480; audited accounts; house attached; low rent; long lease; fully stocked; price £1,150.

10.—LONDON, S.W.—Good-class Family Retail, with good Photo trade and Panel; returns about £2,000; large modern-fitted shop, good position, and fully stocked; long lease; low rent; price £1,500, or small goodwill and valuation.

11.—WEST MIDDLESEX.—£700 secures a good-class Suburban Business; present returns £23 weekly; scope for increase; modern well-fitted pharmacy, with house attached; family reasons necessitate a speedy sale.

Estab. 1870.

Telephone: Terminus 3574.

## BANK LOANS to CHEMISTS

### When Buying A Business or Partnership Consult Us —



We are not Transfer Agents, but we arrange GUARANTEED LOANS with the LEADING BANKS for qualified Chemists who require Capital.

The Banks charge 1% over Bank Rate (minimum 5%).

Repayment of Loans can be spread over 5, 6, or 7 years. (Note: Income Tax Abatement may be obtained on the Interest paid, thus bringing the present Net Interest Rate down to 4% per annum approx.)

NO PERSONAL SURETIES or GUARANTORS are required. We arrange the necessary guarantees by insurance with a FIRST CLASS INSURANCE COMPANY for whom we act as SOLE AGENTS for this business.

All Enquiries receive the immediate attention of the Principals.

## AUCHTERLONIE, WILLIAMS & CO., LTD.

Mortgage and Insurance Brokers,

14 HENRIETTA STREET, STRAND, LONDON, W.C.2. Telephone: Temple Bar 2831-2 (two lines).



# ONE SHOP TO LET FOR YOUR TRADE

NEW MAIN ROAD PARADE  
MIDST 14,000 INHABITANTS  
NO NEAR OPPOSITION-  
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WELL HALL PARADE  
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N.W.9.

Phone :-  
COLINDALE 6664

## CHARLES C. MARSDEN

Chemists' Valuer, Transfer Agent & Stocktaker,  
29 Oakwell Crescent, Oakwood, Leeds

BRADFORD.—Good-class Suburban Pharmacy; Kodak agency, well-fitted shop with small house; rent £52; rets. average £1400, certified; investigation courted; offered at valuation, about £500; bargain. Two similar businesses in West Riding at £600 and £800.

## THOS. TOMLINSON & SON

CHEMISTS' VALUERS, TRANSFER AGENTS,  
AND EXPERT STOCKTAKERS,

45a MARKET STREET, MANCHESTER.

ESTABLISHED OVER HALF A CENTURY.

Telegraphic Address: "Tomtom."

## BUSINESSES FOR DISPOSAL.

**BAYSWATER.**—Good-class Family Dispensing and Photographic Business; old-established; returns approximately £2,000; net profit above the average; scope for considerable increase; Optics could be introduced with advantage; shop beautifully fitted and well stocked; long lease at low rent; good house attached; sound reasons for disposal; genuine business; low price for quick sale. Reply, 172/121, Office of this Paper.

**BIRMINGHAM.**—Good-class Retail Business, with Kodak Agency; takings over £2,000; seven years' lease; mahogany fittings; option on another Business to be opened in adjoining district; big possibilities for Chemist-Optician; accountant's figures; price stock £700; fittings £500; gross profit £700; cash only; own Proprietaries. 132/38, Office of this Paper.

**LANCASHIRE** Seaside Resort.—Profitable Retail and Dispensing Business in residential district; house attached; overhead charges very reasonable; rates, etc., low; long lease; a genuine business offered at valuation, plus goodwill; total approximately £1,100; send stamped addressed envelope for full particulars. 131/11, Office of this Paper.

**BLACKPOOL.**—Chemist's Business and Property for Sale through illness; thickly populated district and capable of development; property consists of double-fronted shop and good living accommodation, at present sub-let £1 per week; stock, fixtures and premises all at £1,250. 123/12, Office of this Paper.

**LANCASHIRE.**—High-class established Business and Branch; turnover £5,000 increasing; excellent Private Dispensing and Prescribing, also N.H.I.; growing population; healthy resort. Further particulars to prospective buyer. 131/4, Office of this Paper.

**LIVERPOOL.**—Suburban Business; rapidly growing district; N.H.I., Kodak; lock-up; well stocked and fitted; genuine reasons for disposal; no reasonable offer refused. Reply 130/7, Office of this Paper.

**LONDON, S.W.**—Chance for Optician. Light Retail and Dispensing Business, with Optical connection; returns, last year, £2,100; nicely fitted shop and house with side entrance; lease, 21 years, at £90; price £1,200, or £450, goodwill, stock and fixtures at valuation. 130/20, Office of this Paper.

**LONDON, S.W.**—Light Suburban Retail; held on lease; shop used as lock-up; good house attached; scope for increase; suit beginner or lady; genuine business; returns £1,200 at good prices; price asked, year's net profit and stock and fixtures at valuation, about £650. 131/19, Office of this Paper.

**LONDON, S.E.**—General Retail and Dispensing Business for Sale; Kodak Agency; good Photographic connection; N.H.I. about 3,500 per annum; returns last year £1,640, increasing; good stock and fairly well fitted; rent covered by sub-let; price for quick sale £925; part could remain. 131/15, Office of this Paper.

**LONDON, S.W.**—For immediate disposal by private treaty, well-established personality and Dispensing Business; situated prominent business position in good-class residential district; returns 1929 £1,415, with profits well above the average, and with considerable scope for increase by more energetic man; rental £60 on valuable lease (14 years to run); excellent living accommodation and private entrance; Kodak Agency; well fitted and stocked; price £1,250. Bona-fide applicants willing to come and view please write "J. M.", 132/24, Office of this Paper.

**LONDON, S.W. (Main Road).**—General Retail and N.H.I. Dispensing Business, with Kodak Agency; returns last year under management £2,400, with scope for increase; rent £70; lease 16 years to run; price £1,500 or near offer; genuine reasons for disposal. 135/4, Office of this Paper.

**LONDON, S.E.**—Old-established medium-class Business; turnover £40 weekly; net profit under own management over £500; audited accounts; fair proportion N.H.I.; 21 years' lease; rent £100 per annum; good living accommodation; stock and fittings £750; goodwill £750, or near offer. 171/115, Office of this Paper.

**MANCHESTER** (principal thoroughfare).—Old-established Chemist's Business; average returns last 5 years £2,600; 8,000 N.H.I. scripts per annum; Wine and Spirit Licence. Apply 130/14, Office of this Paper.

**SOUTHPORT.**—Lock-up, compact Pharmacy; main thoroughfare from Lord Street to Promenade; Retail, Dispensing, Kodak Supplies, Developing and Printing, Films; good season trade; well fitted and stocked; very reasonable price for quick sale; now is the opportunity to take advantage of season trade. "Chemist," 659 Lord Street, Southport.

**SOUTH COAST TOWN.**—Newly-opened Pharmacy, excellent position, in main road; beautifully fitted; Kodak Agency and Optics; lock-up shop; good lease; stock and fittings at valuation; moderate rent. 131/35, Office of this Paper.

**SOUTH WALES** (Main Line Town, Non-residential, near Seaside).—Double-fronted Lock-up Shop, fitted up-to-date with every convenience; fully stocked; takings over £35 weekly; accountant's figures. 131/40, Office of this Paper.

**TORQUAY.**—Lock-up Chemist and Druggist; Kodak Agency, etc.; little N.H.I.; turnover £1,400; long lease; low rent; genuine offer. Particulars supplied on receipt of banker's reference. 130/9, Office of this Paper.

**WESTERN City** (Residential District).—Small, select Business, returning about £100 per month; no side-lines; conducted by lady for several years; price, including property, £2,200; satisfactory references required for particulars, and letters not acknowledged within a week may be considered not entertained. 131/14, Office of this Paper.

**CHEMIST'S**, main busy road, E.; trade £1,274 yearly; has been £2,000; lease 14 years; rent £60; 6 rooms; audited accounts; price, including £500 stock, £900. Sole Agents, J. Cooper & Son, 379 High Road, Chiswick, W.4.

**FOR Sale**, established Chemists' and Druggists' Business carried on by Fletchers Pharmacy, Ltd., at 168 North Street, Leeds; stock and fixtures at valuation; capital required approximately £600/£800; nothing asked for goodwill. Fredk. & C. S. Holliday, Pearl Chambers, Leeds.

**FOR Sale**, in good-class, rapidly-growing suburb, high-class Drug Store; turnover £450, accountant's figures, which could be greatly increased under the direction of qualified Chemist; profitable Photographic and Radio business all in; accumulator charging plant; property consists of double-fronted lock-up shop; may be purchased or let at low rental. For full particulars write Gibbins, Ahhots Road, Hummerston, Leicester.



**FOR SALE.**—All that old-established business of Grocer, with which is associated that of Pharmacist and Wine and Spirit Merchant, carried on under the style of "Iverson's Stores" at 36 Market Place, Cockermouth. Further information may be obtained from and offers should be sent to J. R. Mitchell & Sons, Auctioneers, Agricultural Hall, Cockermouth, Cumberland.

**FOR immediate disposal** owing to death of owner, a modern Business in good-class suburb of London, about 15 minutes from Baker Street; the concern is being neglected at present, but can easily be resuscitated under energetic management; there is a good house with private entrance; long lease; stock and fixtures worth about £650; the widow is in a poor state of health, and it is imperative that the concern be sold forthwith; no reasonable offer refused. 171/114, Office of this Paper.

**OLD-ESTABLISHED** Pharmacy in South Yorkshire, now run as Drug Store, with Wine Licence; takings £15 weekly; rent £32 per annum, including good house; stock and fixtures at valuation; not a gold mine, but a comfortable living for one wanting a nice easy business. Apply 130/25, Office of this Paper.

**PHARMACY for Sale;** good house; main road; excellent position for N.H.I.; takings good; lease, 14 years unexpired; can be renewed; rent £65 per annum; rates £32 per annum; upper part let at £1 8s. 6d. per week; vacant if required; ingoing, fixtures and fittings, not required, £1,395; s.a.v. 127/38, Office of this Paper.

**£195.**—MIDLAND.—For quick sale; working-class district; main road; Kodak, N.H.I.; turnover £500; good profits; excellent living accommodation; takings could be doubled. 132/22, Office of this Paper.

## BUSINESSES WANTED.

**BUSINESS** wanted, London, with living accommodation; £500 to £1,000 cash waiting, or would be prepared to consider Drug Stores. Particulars (in confidence), 131/32, Office of this Paper.

**DRUG** Store, South or East Coast preferred, hut not essential, showing net profit of at least £300 per annum; cash available up to £1,000. 132/29, Office of this Paper.

**TO EXECUTORS AND OTHERS.**—As security or otherwise, two Villas in country (Midlands), bringing in £50 per annum, in exchange for Business with good living accommodation attached or available near by; neglected business in good position not objected to; additional capital available if necessary. Full details first letter, please, to "Occupier," 291 Haslingden Road, Guide, Blackburn.

**WANTED** to purchase or Partnership, old-fashioned Chemist's Business in country or provincial centre. Apply Mrs. Bailey, 47 Lyndhurst Street, Burslem, Staffs.

**WANTED,** immediately, several Businesses with turnover from £5,000 to £10,000 in or near London; all information treated in strictest confidence; cash available. Full particulars to 172/118, Office of this Paper.

## AGENCIES.

**ADVERTISER,** establishing Wholesale Supply Company, seeks connection with firms manufacturing either proprietary or own name specialities of merit, attractive get-up, and competitive price suitable for Drug, Hairdressing or associated trades; English references. Samples, or illustrated lists, with prices and discounts, to C. W. Plowman, M.P.S., Duncan, B.C., Canada.

**IMPORTERS** of Pharmaceutical Specialities and Proprietary Medicines, established 7 years, with connections in the domestic trade, want offers from a few first-class English or Continental firms desirous of developing their businesses; English and Spanish correspondence; exclusive territory; bankers' references. Isajas G. Lopez & Co., Box 899, Bogota, Colombia, South America.

**PHARMACIST,** age 38, covering the Western Counties and South Wales by car over a period of 10 years, is desirous of getting into touch with first-class firms, British and Continental, with regard to Agencies, Wholesale and Retail. Clark, Lyme Park House, Westbury-on-Trym, Bristol.

**TO MANUFACTURERS.**—If you are dissatisfied with your present arrangements for India and the East, a reliable firm in India is looking for a Sole Agency; first hand knowledge of the Drug, Toilet and Perfumery Markets; representative now in London for a short period. 117/6, Office of this Paper.

## APPRENTICES.

**VACANCY** occurs for Apprentice (either sex) in high-class Hampstead Pharmacy; one passed entrance examination preferred. Replies to 172/119, Office of this Paper.

## SALES BY AUCTION.

### EXETER.

**FOR** Sale by Auction, June 11 next, the Freehold Business Premises, 65 Sidwell Street, together with Fixtures and Goodwill of old-established Chemist's Business, successfully carried on by the late Mr. Charles Botting for over 40 years. Particulars of S. R. Force & Sons, Auctioneers, 15 Sidwell Street, Exeter.

## TENDERS INVITED.

**THE** Director-General, India Store Department, Belvedere Road, Lambeth, London, S.E.1, invites Tenders for:—

- Schedule 1. Aether Purificatus, B.P.
- Schedule 2. Bismuthi Sulphitras, Carbonas, etc., B.P.
- Schedule 3. Iodoformum, B.P., and Iodum, B.P.
- Schedule 4. 32,330 lbs. Lint, plain.

For Schedules 3 and 4 samples are required with tender.

Tenders for all schedules due 17th June, 1930.

Forms of tender available from the above at a fee (which will not be returned) of 5s. for each Schedule.

## PREMISES FOR SALE.

**CROYDON.**—Freehold Manufacturing Premises; floor area 10,600 sq. ft.; large covered yard; electric power laid on; vacant possession; low price. Further particulars of Leopold Farmer & Sons, Factory Specialists and Auctioneers, 46 Gresham Street, E.C.2.

**FREEHOLD** Shop for Sale in new shopping area; entrance to large estate in populated district; large shop, parlour, kitchen, 3 bedrooms, bathroom; separate w.c.; garage space; price £1,200; small deposit arranged. Apply Stanford & Co., Station Approach, Carshalton. Phone: Wallington 1429.

**READING, BERKS.**—No opposition in street; magnificent position adjoining centre of town; imposing Shop Premises, well suited for Chemist and associated trades; freehold, £8,500. Apply H. F. Dunster, 2 King's Road, Reading.

## PREMISES TO LET.

**BRIXTON ROAD,** opposite the White Horse, in a busy main road position; Shop and House to Let at £250 per annum, rising; exceptional opening for Chemist. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, London, W.1.

**CHAPEL-EN-LE-FRITH.**—Commanding corner Premises, close to Market Place and stations; frontages to two streets; possession; suit Chemist. Hampson Bros., Auctioneers, Buxton.

**SALE, CHESHIRE.**—Shop to be Let; best position; already fitted up for Chemist; good living accommodation. Particulars, F. G. Whitehurst, 41 Corporation Street, Manchester.

**THE** terrace of Freehold Shops situated in a most central and important position at the junction of Boston Road and Uxbridge Road, Hanwell, W.7, is almost completed, and shops are now available for renting or purchase. Particulars from the building owners, R.C.H., Ltd., 2 Robert Street, Adelphi, London, W.C.2.

**TO LET,** within 20 miles of London in a growing neighbourhood, an excellent roomy Shop with 8 large rooms above, suitable for a Chemist. Full particulars may be obtained from 273 Sheen Lane, East Sheen, S.W.14.

## SITUATIONS OPEN.

### RETAIL (HOME).

**CROUCH END, N.8.**—Qualified Junior (indoor) for good-class business; accurate Dispenser, good Counterman and Window-dresser; knowledge of Photography; no Sunday or night duty. State age, experience, and full particulars. Applications unanswered in three days respectfully declined. David Anderson, Chemist.

**DEVON.**—A good Junior Assistant (unqualified) required; highest references essential; Dispensing and Photographic experience. Full particulars to F. E. Battershill, Apothecaries Hall, Barnstaple, North Devon. Applications unanswered in four days respectfully declined.

**HOSPITAL OF ST. CROSS, RUGBY.**—Lady Pharmacist, with Hospital experience, required as Locum, July 19 to August 16 inclusive; living in. Apply to the Pharmacist at the Hospital, stating salary required and enclosing copies of testimonials.



# ESSEX COUNTY COUNCIL.

Public Assistance—Southern Area Guardians Committee.

## APPOINTMENT OF ASSISTANT DISPENSER (MALE).

APPLICATIONS are invited from suitable persons for the appointment of Assistant Dispenser (male) at the Oldchurch Hospital, Romford.

Salary will be at the rate of £160 per annum, and the appointment will be subject to the provisions of the appropriate Superannuation Act.

Applicants must possess Minor qualifications of the Pharmaceutical Society.

Forms of Application (obtainable from the undersigned) should be forwarded to the undermentioned Office not later than Monday, 9th June, 1930.

By Order,

A. SANDERSON,

Clerk of the Guardians' Committee.

Clerk's Offices,

The Institution, Romford, Essex.

27th May, 1930.

**LONDON, E.8.**—Manager required, married, for small Family business; permanency; must possess up-to-date business ideas and not afraid of work; bonus and commission offered with free house. State salary, age, height, and when at liberty. 172/17, Office of this Paper.

**LONDON, E.**—Qualified Assistant, with experience of N.H.I. Dispensing and middle-class trade preferred. Apply, with particulars of experience and names of references, state age, when disengaged and salary expected. 132/37, Office of this Paper.

**LONDON, E.**—Qualified Manager, to live at small branch shop; used to N.H.I. Dispensing; good Window-dresser; age 25-35; must be a hard worker with a real interest in his work; experienced; good references; salary £4 10s. per week, rooms and commission. Full details to 132/10, Office of this Paper.

**LONDON, N.1.**—Resident qualified Dispenser-Chauffeuse required immediately for small Institution; special consideration in time off duty to expert chauffeuse; Morris car. State age, experience and salary required, and send copies of testimonials to Hon. Secretary, 24 Mecklenburgh Square, W.C.1.

**LONDON, S.W.**—Qualified Manager required shortly; one used to General Retail and Photographic business; applicants please give full particulars of experience, age, salary, and when disengaged; only men with really first-class references need apply. 133/41, Office of this Paper.

**LONDON.**—Two Assistants, qualified and unqualified, lady and gentleman. Please give full details of experience and if any knowledge of D. & P., also stating age, height, salary required, and when at liberty. Apply 133/5, Office of this Paper.

**LONDON, W.C.**—An experienced, qualified Pharmacist required; must be a reliable Dispenser, good Window-dresser, a tactful Salesman, capable of managing, and not afraid of hard work; West-End experience an advantage. Apply, with full particulars, to BM/BVMW, London, W.C.1.

**MANCHESTER.**—Qualified Assistant wanted at once; middle-class trade; N.H.I. and Photographic; must be good Window-dresser. State age and salary required, full particulars. "Chemist," c/o C. Harrison & Son, Ltd., 26 Chapel Street, Salford, Manchester.

**MIDLANDS.**—Qualified Manager urgently required; capable of taking charge of a well-established business in busy thoroughfare; must be a keen Salesman and of smart appearance. Full particulars, age, experience, etc., to 131/24, Office of this Paper.

**ROYAL ISLE OF WIGHT COUNTY HOSPITAL, RYDE.**—Wanted, for July 1, a resident, legally qualified lady Dispenser. State age, nationality, experience, and salary required. Applications, stating qualifications, with copies of not more than three recent testimonials, to be sent to the Secretary by June 10.

**SKEGNESS.**—Wanted, a competent Junior Assistant (under 25), from about June 23 until end of August; photo if possible; Photography; £3 10s. Hall, Chemist, Skegness.

**SOUTH KENSINGTON.**—Assistant required for June 2; must be obliging and reliable, an accurate Dispenser, and accustomed to good-class business. Applications not replied to within five days declined with thanks. P. Bolton, Chemist, 5 Sussex Place, South Kensington, S.W.7.

**SUFFOLK SEASIDE RESORT.**—Junior Assistant wanted till October, with knowledge of Photography. State age, height, salary (indoors or outdoors), when disengaged, names last employers. Letters not answered in three days respectfully declined. 135/11, Office of this Paper.

**WOLVERHAMPTON.**—A vacancy has occurred for a qualified Chemist to take on the management of a good-class business in one of the main streets; applicants must be keen workers, smart and reliable. Please give particulars of age, salary, experience, and when free. 131/244, Office of this Paper.

**ASSISTANT (Junior)** for July and August; good Dispenser and Window-dresser; age and salary required and photo. Wilkinson, Chemist, Hale, Cheshire.

**A YOUNG** qualified Optician (J.C.Q.O.), take charge Optical Department and assist in Pharmacy, required immediately; good references essential; progressive position to suitable applicant. Full particulars, age, approximate salary, experience, to E. J. Blaker, Ltd., High Street, Haslemere.

**CHEMIST'S** Business with house attached. Opening has occurred for a qualified Manager to take charge; the business is situate in the Midlands, does a large amount of N.H.I., and is a good-class Family business. Will applicants please give full details of previous experience, etc.? 131/240, Office of this Paper.

**D. R. FREEMAN**, 226 Munster Road, Fulham, requires lady Dispenser (Hall qualification) at once. Apply morning or evening.

**JUNIOR** Assistant for July, August, September and part October for mixed country business; abstainer. Apply, giving references, to Mr. G. M. Perkins, Chemist, Knighton, Radnorshire.

**JUNIOR** Assistant, about 21 or 22; must be quick, accurate and well trained. Give age, experience and salary required, stating when at liberty. J. & H. A. Averill, Chemists, Stafford.

**JUNIOR** Assistant wanted immediately; young and energetic. Marshall & Co., 51 Pimlico Road, S.W.

**JUNIOR** required for a good-class Chemist's business; the position offers scope for wide experience and a splendid opportunity for making headway. Kindly give particulars of age, salary required, etc. 131/241, Office of this Paper.

**LADY**, Junior, unqualified, for Light Retail and Dispensing, with Photography. Apply, stating age, height, experience, and salary required, with photo, to W. E. Tanner, Chemist, Chingford, London, E.4.

**LADY** Assistant, unqualified, for London, N.W., district; age about 27-30; must be a good Window-dresser and possessing tact and ability at the Counter; Dispensing experience an advantage, but not essential. Give full particulars of experience, age, salary required, to 132/13, Office of this Paper.

**LOCUM** for easily-worked business in pleasant part of Staffordshire from August 18 to 30 inclusive; return rail fare paid. Reply, stating terms, Ernest J. George, 3 St. Paul's Close, Walsall.

**MANAGER** required for branch, Midland town; 25-30 years; give height, experience, wages required; must be smart Counterman and Dresser; an opportunity for live man. 135/7, Office of this Paper.

**PART-TIME** Junior wanted immediately; preference given to one able to give full time as holiday relief part of July and August. Apply, personally, Meyrick & Davies, Ltd., 34 James Street, Oxford Street, W.1.

**QUALIFIED**, middle-aged or elderly, single, comfortable position, easy hours, N.H.I., for Lancashire district; permanency for suitable man. Usual particulars and salary to "Camphor," 115/14, Office of this Paper.

**QUALIFIED** Chemist required to take charge of retail branch for South-East district; age 25-35; must be thoroughly capable man, experienced in every branch. Apply, in writing, stating age, experience, and salary required, to Staff Manager, Royal Arsenal Co-operative Society, Ltd., 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy." Note.—Can vassing of members of the General Committee and officials will disqualify.

**QUALIFIED** Branch Manager required. Apply, by letter, enclosing photo if possible and giving full particulars, to B. Pollard, Drug and Dispensing Department, Dewsbury Pioneers Industrial Society, Halifax Road, Dewsbury.

**QUALIFIED** Junior for good old-established country business; one with Agricultural experience preferred. Please give particulars of age, experience, salary, etc., and when disengaged, enclose photograph, to A. Mackenzie Thomas, Chemist-Optician, Leominster, Herefordshire.

**QUALIFIED** Manager needed for a Family and Dispensing business situate in Birmingham; applicants must have had experience of a similar nature and be good Countermen. Details of experience, etc., in full please. 131/243, Office of this Paper.

**QUALIFIED** Chemist required to take the Management of a business in the Midlands; must be a keen worker and tactful at the Counter; preference given to a man of experience. When applying detail age, salary, experience, and when at liberty. 131/242, Office of this Paper.

**SENIOR** qualified Dispenser required in London Pharmacy. Apply, giving full particulars, to "Z," 171/112, Office of this Paper.

**SMART** qualified Assistant wanted; near London. Write in first instance, giving particulars of experience, age, and salary required, 133/35, Office of this Paper.

**WANTED**, qualified Locum for middle-class business, Staffordshire, from August 18 to September 14 inclusive; must be good Dispenser and quick at Counter. Note.—Replies must enclose photograph and references, and state salary required (to live out). 122/30, Office of this Paper.

**WANTED**, Locum, Doctor, Dispenser, etc.; August 10 to 25 inclusive; provincial. 132/15, Office of this Paper.

**WANTED**, Unqualified Lady Assistant for fortnight beginning June 22. Bishop, Thames Ditton.



**YOUNG**, qualified Manager for small branch shop; knowledge of Photography. State age, experience and salary required, and when at liberty. J. W. Podmore, 31 Princes Avenue, Hull.  
**£16 MONTHLY** offered Qualified Assistant of bright, energetic personality, unmarried, having all-round experience; Dispensing, Counter, Photographic, Window-dressing; no N.H.I.; easy hours; photo (returnable) and references or no reply. Lean, Rexall Pharmacy, Burton-on-Trent.

### WHOLESALE.

**A VACANCY** occurs on the Representative Staff of a firm of Manufacturing Chemists for a Pharmacist to call upon the Medical Profession and Chemists; preference will be given to applicants with established connections in a defined area and with a knowledge of dietetics. Applications in the first instance (by letter) should give full particulars of qualifications, experience, territory covered, age, and salary required. Communications will be received in strict confidence addressed to "M.," 167/902, Office of this Paper.

**CHEMIST** required as Assistant to General Manager of large Proprietary Medicine Manufacturers to take charge of production and general supervision of factory; must be young, energetic, capable of handling mixed staff, with knowledge of export shipping. State full particulars of experience, age, and salary required to Box 813, c/o C. Mitchell & Co., 1 Snow Hill, E.C.1.

**MANUFACTURING Chemist** required (qualified) to supervise and introduce manufacture of Pharmaceutical Products, Galenicals, Pills Coated, Medicinal Tablets, Toilet and other Specialities, etc. State experience, salary, age, references, and qualifications. 169/977, Office of this Paper.

**PROGRESSIVE** and well-established Manufacturers require the services of a Representative, preferably young, for Northumberland, Durham, Cumberland and Westmorland. Applicants must be in a position to provide their own car, and should give full particulars of their past experience, age, and state whether they have any connection on the territory named. 171/109, Office of this Paper.

**REPRESENTATIVE**, country, wanted by London Wholesale Druggists. Reply, giving full particulars of experience, etc., to "Galen," 171/102, Office of this Paper.

**REPRESENTATIVE**, who has a connection with Doctors, required by a London firm of Wholesale Druggists. Apply, stating age and experience, to "B.," 171/111, Office of this Paper.

**SMART Salesmen** required with connection among Chemists in Devon and Cornwall, Leeds and district, Lancashire, Northumberland and South Coast; popular side-line; commission only; samples do not take up much room. 172/120, Office of this Paper.

**TRAVELLERS** wanted, London area, calling on Chemists. must have connection, able to carry side line, proprietary article, retailing 8d. and 1s. 3d.; same patented; can hank on repeats; on strictly commission basis only. Write, giving fullest particulars, to 171/107, Office of this Paper.

**WANTED**, Sales Executive representing Toilet House, Italy; must speak Italian fluently. Apply, by letter, 171/108, Office of this Paper.

### (COLONIAL, INDIAN AND FOREIGN.)

**CROWN AGENTS FOR THE COLONIES.**  
**COLONIAL GOVERNMENT APPOINTMENTS.**  
**APPLICATIONS** from qualified candidates are invited for the following posts:

Required by the Government of Nigeria for the Medical Department for two tours of twelve to eighteen months' service in the first instance; free passages, quarters, and liberal leave on full salary; outfit allowance of £45 payable on first appointment.

**M/2248. CHEMIST AND DRUGGIST.** Salary £400-£15-£430-£30-£600. Candidate, aged 25 to 40, should be a member of the Pharmaceutical Society of Great Britain, and have had good experience in teaching dispensing to apprentices or assistants in a large retail store or in some recognised institution.

**M/2249. CHIEF DISPENSER-STOREKEEPER.** Salary £400-£12-£460. Candidates, age 25 to 40, should be qualified Dispensers of Medicine, capable of taking charge of a large Medical Store entailing a competent knowledge of storekeeping.

Apply at once by letter, stating age, whether married or single, and full particulars of qualifications and experience, to the Crown Agents for the Colonies, 4 Millbank, London, S.W.1, quoting the reference number against the appointment for which application is made.

**ITALY.**—Wanted, Sales Executive representing Toilet House, Italy; must speak Italian fluently. Apply, by letter, 171/108, Office of this Paper.

### SITUATIONS WANTED.

#### RETAIL (HOME).

**A.A.A.**—LADY (Scott); 23; qualified; disengaged; Dispensing, N.H.I., Counter, Window-dressing, Photography. Reply 62 Lascotts Road, N.22.

**A.A.A.**—QUALIFIED; 28; desires position as Manager or Senior; London only; twelve years' London, American and Continental experience; good appearance and address; fluent French; at liberty. 133/12, Office of this Paper.

**A.A.A.**—QUALIFIED, abstainer, 35, experienced manager, every branch, seeks appointment; London or South; disengaged; good references; willing fortnight trial or Locum. "Pharmacist," 78 St. George's Road, S.E.1.

**A.I.**—BRANCH Manager; qualified; thoroughly experienced; recommended R.P.U.; disengaged when suited; satisfaction undoubted. "Jason," 3 Barenth Road, N.16.

**A.**—ASSISTANT, Windows, Counter, Dispensing, good all-round experience, wants work; Lancs preferred. "A. R.," 28 Clegg Street, Brierfield, Burnley, Lancs.

**A.N.** experienced lady Dispenser (Hall) desires post; Doctor, Chemist or Institution; capable Book-keeper, Typist, Locum or permanency. 129/18, Office of this Paper.

**A** CAPABLE, qualified young man; 25; 7 years' all-round experience; accustomed to busy W.2 business; Photographic knowledge; good Salesman; any responsibility; excellent references. Edwards, 17 Oakley Square, Mornington Crescent.

**A** CAPABLE Assistant, unqualified, age 29; desires relief or permanency; first-class experience and references. "W. J.," 13 Royd Villas, Hebden Bridge, Yorks.

**A** QUALIFIED Manager, married, desires change; seaside or large town; excellent experience, including 10 years' London branch management; 3 years' present post. "Chemist," 39 Queen Street, Newton Abbot, Devon.

**A** RELIABLE, experienced Locum has vacancies, June, July; reasonable terms; excellent references. "Energetic," 72 Roseneath Road, Urmston, Manchester.

**A** THOROUGHLY competent Unqualified Assistant seeks permanency in good-class business; highly recommended; 8½ years' all-round London experience Warnell, 8 Farnham Road, Seven Kings, Essex.

**A.N.** Assistant, unqualified, thoroughly competent, seeks permanency in a good-class business; Midlands, Liverpool or Shropshire district preferred. 131/12, Office of this Paper.

**S** MANAGER; 28; qualified; 11 years' experience; North London or City, or within 20 miles; sound references. P.C.B. 58/18, Office of this Paper.

**A** S Locum; qualified; free June 9 to 30, July 21 to August 2, September 20 onwards. "Pharmacist," 98 The Grove, Ealing, W.5.

**A** S MANAGER; 31; qualified 1920; excellent all-round experience; capable Dispenser, good Salesman and Window-dresser; hard worker; disengaged shortly; interview. "Regex," Lynton, Meadow Drive, N.W.4.

**A** SSISTANT, unqualified, 22, requires situation; temporary or permanent; good experience, Dispensing, Photo, Counter, and Window-dressing. 130/11, Office of this Paper.

**A** SSISTANT, unqualified, best West-End all-round experience with Foreign Dispensing and Proprietaries; desires permanency or temporary post; knowledge French, Spanish and Italian. "Disengaged," 67 Westbourne Park Road, W.2.

**A** SSISTANT, 27, unqualified; experienced Dispenser, Salesman, seeks permanency; capable; trustworthy; married. Hunt, 50 Coniger Road, Parsons Green, S.W.

**A** SSISTANT; unregistered; experienced; N.H.I., Counter, Photographics; Locum, part time, permanency; mid-age; London only. Write "Cliban," P.C.B. 58/13, Office of this Paper.

**A** SSISTANT; unqualified; experienced; Locum or permanent; can manage; disengaged. "W. T. P.," 72 Tremadoc Road, Clapham, S.W.4.

**A** SSISTANT, unqualified, 20, keen Counterman and accurate Dispenser, wants situation for July, August and September. Brocklehurst, 51 Middleton Boulevard, Nottingham.

**A** SSISTANT; unqualified; age 43; long experience in best pharmacies; temporary or otherwise; London. Little, 9 Westbourne Street, Chelsea, S.W.1.

**A** SSISTANT, unqualified, 26, seeks herth, permanency on season; good experience and references. Browning, 22 Lawn Avenue, Stourbridge, Worcestershire.

**A** SSISTANT, 20, keen, Dispenser, Window dresser, Photographer, desires London post, West-End or W. suburb; highest references. Write "H.," 24 Rowan Road, W.6.

**A** SSISTANT; several years' varied experience; 4 years last herth; quick, industrious, courteous and obliging; unqualified; disengaged. 131/22, Office of this Paper.

**A** SSISTANT, experienced, or with room as Dentist; has equipment; agreed terms; London district. "Dens," 415 High Road, Leytonstone.

**CAPABLE** Manager or Senior Assistant; M.P.S., F.B.O.A., F.I.O.; Lancashire or London preferred; permanent; young; single; good experience and references. 130/6, Office of this Paper.

**CHEMIST'S** Assistant, unqualified, desires change; good Dispenser; excellent Salesman; splendid ideas in Window-dressing; thorough knowledge of Photography, D. & P.; highly recommended. 127/16, Office of this Paper.

**C**OMPETENT, experienced Assistant, unqualified, seeks position; season or permanent; 25; height 6 ft.; Public School; recommended as honest, sober, reliable; disengaged; Flatman, Hanley Swann, Worcester.



**COMPETENT** unqualified Managing Assistant or Senior; married; age 35; abstainer; 22 years' all-round experience; 10 years' managing experience; take sole charge; Buying, etc.; courteous; Salesman, Dispensing, Photography, Developing, Printing, Enlarging; desires permanency, with unfurnished accommodation if possible; not essential; excellent references; London or suburbs only; interview. Stokes, 69 Churchfield Road, Acton, W.3.

**COMPETENT** Assistant, unqualified, 24, requires position; England or Continent; West-End Dispensing, Counter; knowledge of French. 132/36, Office of this Paper.

**DESIRE** change; Assistant; Part I; 32; exceptional experience and specialist in Toilet, Photography, Cine, Window-dressing; able to manage; excellent references; state wage. Apply 130/17, Office of this Paper.

**DISENGAGED**—Assistant, 26, seeks post; part, whole time or season; good references and experience. "W." c/o 36 Wansey Street, Walworth Road, S.E.17.

**DISENGAGED**; experienced; Manager or Assistant; 32; permanency or Locum entertained. Griffiths, 24 Kincaig Street, Cardiff.

**DISENGAGED**; good Counterman, Dispenser, Window-dresser; 12 years last situation; well recommended; energetic. "Unqualified," 51 Norlington Road, Leytonstone, E.11.

**DISENGAGED**; holiday Assistant; London only; unqualified; good Counterman, accurate Dispenser; 55s. weekly. "Temporary," 8 Campden Street, Kensington, W.

**DISPENSER** (Hall), lady, seeks re-engagement; 27 years last situation, with Doctor. Christian, 34 Gleave Street, St. Helens, Lancs.

**DISPENSER** (Hall), lady, seeks re-engagement; Chemist or Doctor; last position with Chemist two years. Franklin, "Broadhurst," Clacton, Essex.

**EXPERIENCED** Assistant; tall; Scot; unqualified, but competent; 20 years' first-class Dispensing, Counter, Photo; quick, clean, accurate; disengaged; permanency desired. Johnstone, 48 Bushey Grove Road, Watford.

**EXPERIENCED** Chemist; seaside and West-End; Photographic, Optics, etc.; Manager or view to succession; disengaged. "M.P.S., M.I.C.O.," 11 St. Stephen's Road, Lewisham.

**GENTLEMAN**, M.P.S., age 24, good appearance and address, desires change, W. or S.W. London; 6 years' varied experience in all branches; good Dispenser and Prescriber; smart Counter-hand and Window-dresser; excellent references; free one month. 131/16, Office of this Paper.

**LADY** Dispenser (Hall), experienced, requires post, Doctor or Institution; North London district preferred; good references. 129/17, Office of this Paper.

**LADY** Assistant requires berth; East Ham or near vicinity; 10 years' general Counter knowledge; no N.H.I. Dispensing. 132/4, Office of this Paper.

**LADY**; young; 20; 5 years' experience; Counter, slight Dispensing, Stock, D. & P.; 5 years' reference, London. 131/25, Office of this Paper.

**LADY** Dispenser, free, desires post; Doctor or Chemist; thoroughly experienced and reliable. 133/38, Office of this Paper.

**LOCUM**; qualified; dates from July onwards; London and South of England; experience as Manager. 130/400, Office of this Paper.

**LOCUM**; qualified; disengaged June, July, August; moderate terms; Midlands or North preferred. Cook, "Penny-Garth," Lece, Ulverston, Lancs.

**LOCUM** or permanency desired by Pharmacist, aged 26, in high-class business in London or South Coast; West-End and Continental experience (Italy). "S. E. B.," 14 England's Lane, Hampstead, N.W.3.

**LOCUM**; Relief; Manager; "not registered"; 20 years' experience; Panel, Counter, Prescriber, Salesman. "Smart," 130 Scott-Ellis Gardens, N.W.8.

**LOCUM**; qualified; 32; good all-round experience; disengaged June 2 to 21. "Chemist," 50 Grove Lane, Camberwell, London, S.E.5.

**LOCUM**, 23 (Part I), available June and August; experienced; good references. Foulkes, St. Mary's Street, Whitechurch, Salop.

**LOCUM**; middle-age; active; well recommended; low fees; free now. "Chemist," 3 Westcliffe Road, Westbrook, Margate.

**LOCUM**; qualified; now disengaged; booking dates forward. Alec Whitehouse, "The Larches," Annesley, Notts.

**LOCUM** or permanency; Dispensing, N.H.I. and Private; moderate salary; not registered; middle-age. "T.," 50 Gladstone Street, Battersea, S.W.

**LOCUM**, 21, seeks position; preferably in Kent until July 12; passed Part I; excellent experience in Counter, Dispensing and Window-dressing. "C. A. P.," 38 Old Road East, Gravesend.

**LOCUM** M.P.S.; disengaged on or about June 1 till June 16; all-round and Institution; experience; good Dispenser; excellent reference. "M.P.S.," 156 Lower Clapton Road, E.5.

**LOCUM**; disengaged June 3; thoroughly experienced; first-class credentials; moderate terms. "Chemicus," 56 Rudloe Road, Balham, S.W.12.

**LOCUM**; thoroughly capable, with highest references; disengaged June 7; no travelling fees; unqualified. "W.," 131/21, Office of this Paper.

**LOCUM**; young; unqualified; 11 years' all-round experience Retail, busy Counter trade, Dispensing, Photographics; open now. 132/17, Office of this Paper.

**LOCUM TENENS**; M.P.S., D.B.O.A.; ex-owner; 48; first-class experience; gentleman of probity; booking, or management; excellent credentials. "Reliable," 11 Cambria Avenue, Ellesmere.

**L.T.**—**EXPERIENCED**; competent; reliable; highly recommended; reasonable terms; town or country; vacant dates. "Locum," 165 Brecknock Road, N.19.

**MANAGER**; 28; 11 years' experience, five as Manager; keen Salesman, Window-dresser, and knows his job in all branches; London or within 20 miles preferred. P.C.B. 58/17, Office of this Paper.

**MANAGER** or Locum; qualified; elderly; long experience; London; disengaged. Thomas, 37 Downs Road, Clapton, E.5. "Phone: Clissold 9324.

**MANAGER**, Locum (now); Major; experienced; capable; Dispenser, Counter, Photography; disengaged; references. Anthony, 139 Princes Street, Swindon, Wilts.

**M.P.S.**, 23, desires permanency; energetic and reliable; first-class Dispensing and Photographic experience; Notts or Derby district. 131/39, Office of this Paper.

**OPTICS, PHOTOGRAPHY**—Assistant, capable, desires post chiefly for Optics and Photography; South of England. 128/12, Office of this Paper.

**PART-TIME** position wanted, London; attending School Optics six months. Reply "Colonial," 14 Clifton Gardens, Maida Vale, W.9.

**PART-TIME**, London, qualified, good experience and address, relinquishing management of brisk Dispensing business, desires to relieve or assist between the hours of 9 a.m. and 5 p.m.; reasonable terms; good references. "Beta," 132/27, Office of this Paper.

**PART-TIME**; competent Assistant; 25; free evenings and week-ends; engaged in West End; unqualified; first-class Dispensing; Counter. 131/30, Office of this Paper.

**PHARMACIST-OPTICIAN**; 7 years' excellent pharmaceutical experience; recent F.S.M.C., J.C.Q.O.; abstainer; disengaged; highest references. 6 Birchfield Road, Northampton.

**QUALIFIED** Chemist and Optician (F.B.O.A., registered J.C.Q.O.) requires situation, June, preferably to take charge of Optical Department; smart and capable; well experienced in all branches of both Pharmacy and Optics; excellent references; London or suburbs. 123/23, Office of this Paper.

**QUALIFIED**, 4 years as Manager, desires a change; London or South of England; married; 30; free in July. 130/40, Office of this Paper.

**QUALIFIED**, 30, excellent experience, desires post as Manager, Assistant, or Locum. Helyer, c/o E. L. Read, Esq., 67 Palmerston Road, S.W.14.

**QUALIFIED** Manager or Assistant, 25, with 10 years' good-class London experience in Dispensing and Photography, desires post in or near London; highest references; disengaged June 14. "A. A.," 14 Ommoney Road, S.E.14.

**QUALIFIED**; 25; three years' good general London experience since qualifying; excellent testimonials and appearance; Manager or Assistant; free now. Apply 132/35, Office of this Paper.

**QUALIFIED**, 23, all-round experience, requires position on coast during season. 133/13, Office of this Paper.

**QUALIFIED**, 39, thoroughly experienced and capable, desires post as Manager or Senior with go-ahead firm; excellent references; disengaged. 133/23, Office of this Paper.

**QUALIFIED** Lady, young, desires post as Assistant in good-class business; any district; free June 7. Smith, Chemist, Shepshed.

**QUALIFIED**, with 40 years' of high-class experience, wishes position as Manager or Locum work or with a view to purchase business; disengaged. 131/320, Office of this Paper.

**RELIABLE**, qualified, 31, desires change of Managership; undeniable references; salary and commission. 129/14, Office of this Paper.

**SCOTSMAN**, unqualified, 25, as Locum or permanency, in or about London; first-class London and provincial experience; holds highest references; well educated; can be at liberty on engagement. Apply "Lochaber," 23 Sycamore Road, Redcar, Yorks.

**SMART**, unqualified Assistant, 24, requires position; Dispensing, Photography and Window-dressing. Taylor, 31 Cumberland Street, Cardiff.

**UNQUALIFIED** Senior or Assistant; age 30; 13 years' good-class, all-round experience; capable Dispenser; permanency; Midlands, Shrewsbury district, preferred. C. T. Perkins, Y.M.C.A. Hostel, Coventry.

**UNQUALIFIED** Assistant, smart, reliable, all-round experience, including Dispensing, Photographic, Perfumery and Counter trade, capable Window-dresser, requires situation till about end of September; excellent references; disengaged. S. Gordon, 80 Chapeltown Road, Leeds.

**UNQUALIFIED** Assistant; age 23; 7 years' London experience; Locum or season. Wingfield, 9 Ilderton Road, S.E.6.

**UNQUALIFIED**; age 20; first-class Window-dresser, Counter, Dispensing and Photography; disengaged from June 9. J. Landsman, 3 Alderney Road, Mile End, E.1.

**UNQUALIFIED** Assistant; 21; 6 years' good all-round experience; capable Dispenser, Salesman and Window-dresser; excellent reference. Mares, 25 Sinderland Road, Broadheath, Altrincham, Cheshire.

**UNREGISTERED** Locum; age 50; experienced; reliable; from June 1; would entertain season at seaside. Bradley, 84 Arlingford Road, S.W.2. "Phone: Brixton 1795.



**CLEAR OUT**—your Old or Damaged Stock of Photo Goods.  
*Why keep them any longer? Turn them into CASH.*  
**I GIVE BEST PRICES** for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.  
**S. E. HACKETT, 23 July Road, Liverpool**

**£3 WEEKLY.**—Locum or permanent; elderly; unqualified; experienced. Chemists or Hospital; speaks French; disengaged. F. Thomas, c/o Mrs. Sutton, 108A High Street, Clapham.

**£5 10S. WEEKLY** secures capable Manager; qualified; good all-round experience. Dispensing, Photography, Salesmanship and Window-dressing; well recommended; London, N.W., preferred. 131/23, Office of this Paper.

**£8 PER week** required for services, as Manager, by a qualified Chemist of proved ability; first-class, all-round experience; specialist in display; energetic, trustworthy, and with modern ideas; Midlands or South preferred. 130/15, Office of this Paper.

#### WHOLESALE.

**A QUALIFIED Chemist** (27), intimately acquainted with Pharmaceutical activity and good organiser, seeks position where excellent commercial and technical education, combined with creative power, would lead to post of responsibility; 10 years' unblemished reputation in Retail trade. 128/32, Office of this Paper.

**A REAL live Representative**, with strong connection whole of London and Greater London, Chemists and Hairdressers; desires a change; known Proprietary House preferred; 20 years' undeniable reference; own car. Particulars to 133/31, Office of this Paper.

**A Process Worker or Laboratory Assistant position** required; applicant well versed in making Tinctures and Galenical Preparations. Marsh, 106 Borough High Street, S.E.1.

**ASSISTANT Perfumer** desires change with progressive house; young, capable, and ambitious worker; preferably with Soap Manufacturers. 130/4, Office of this Paper.

**EXPERIENCED Salesman**, excellent references, well educated, very good connection with Chemists, Hairdressers, etc., South Coast and district, desires position with first-class house; own car if required. "Perfumery," 93/13, Office of this Paper.

**FOREWOMAN** desires position in Packed Goods Department; Patent Medicines, Perfumery, Toilet Articles, etc.; town or country; good disciplinarian. 131/17, Office of this Paper.

**GENTLEMAN**, pharmacy training, own car, calls Doctors, Dentists, Surgical Instruments, Chemists, open other lines; propaganda, sales; Eastern Counties. 133/6, Office of this Paper.

**I HAVE** over 2,000 accounts in Yorks, Notts and Derby for Perfumery, Toilets, etc., and desire position with good house; own car. "Toilets," 130/13, Office of this Paper.

**PHARMACIST**, at present in business on own account, seeks post with Manufacturer where industry and perseverance will meet with just reward; indoors or outdoors; home or abroad. 132/8, Office of this Paper.

**REPRESENTATIVE**, Lancashire and Yorkshire territory; 15 years' first-class connection, Chemists, Stores, Hairdressers; Retail, Wholesale and outside knowledge of the trade in all departments. References and sales records to 130/23, Office of this Paper.

**TOILET BRUSHES.**—Salesman, many years' London experience, connection Chemists, Stores, open represent good firm; reference customers. Terms, etc., "Ray," P.C.B. 58/8, Office of this Paper.

**TOILET GOODS, HAIR DYES, ETC.**—Manufacturer, with good experience, will be open for re-engagement end of June. Pegg, 170 Deakins Road, South Yardley, Birmingham.

**TRAVELLER**, with own car and possessing good connection in London and suburbs, desires position with well-established firm. 128/22, Office of this Paper.

**TRAVELLER**, with good connection amongst Chemists and Hairdressers in Hants and Surrey, requires additional non-competitive lines; commission and part expenses; own car. "Binfield," Mytchett Road, Frimley Green, Surrey.

**YOUNG man**, 4 years' Retail experience, desires vacancy in Wholesale House, or would represent firm. Write MacGearailt, 35 Stock Orchard Crescent, Holloway, N.7.

#### (COLONIAL, INDIAN AND FOREIGN.)

**GERMAN Druggist**, 27 years, Assistant's Certificate, Poison Certificate I-III, perfect in Drugs, Chemicals, Colours, Stock-keeping and managing, English fluently, first elements of Spanish, unmarried, versed in Tropics, seeks situation as Warehouseman or Department Manager; Colonies preferred. Bruno Rasche, Essen-R., 20 Ouckenstreet, Germany.

**QUALIFIED lady Dispenser** desires post abroad, either Retail Chemists or Institution; previous Far East experience; any country, but India preferred; testimonials; can find passage out if necessary. 131/7, Office of this Paper.

#### ALL DRUG AND CHEMICAL WORKERS

should join at once

**THE NATIONAL UNION OF DRUG & CHEMICAL WORKERS**  
 (incorporating the National Association of Chemists' Assistants)

**BENEFITS:** Trade Protection—Legal Aid—Unemployment

Benefit—Free Use of Employment Bureau

Write for particulars:—ARTHUR J. GILLIAN, Gen. Sec.  
 149 Newington Causeway, LONDON, S.E.1

#### FOR SALE.

**FOR immediate disposal**, end of lease: Nest of 38 glass-labelled Drug Drawers, 7 ft. x 2 ft., 1 Bent-glass Counter Case, 1 Mahogany Desk, Plate-glass Shelves and Window Fittings, Mahogany Counters and Shelving, Second-hand Cameras and Photographic Sundries, 36 8 oz. Gold-labelled Ointment Jars, 58 Gold-labelled Shop Ronds, 1 Cheavins' Water Filter, 1 pair Counter Scales, 6 cylinder Gas Radiator. Apply 5 Pimlico Road, Ebury Bridge.

**TWO Mahogany Nests** of 63 Drawers, 22 ft. long, in excellent condition; suit Retail or Wholesale; also 15-ft. run of Mahogany Cupboards; first cheque £19 10s. secures lot; satisfaction guaranteed. Write 132/12, Office of this Paper.

**WHAT OFFERS?**—Eastman Auto-focus Enlarger, cost £45; three Butchers' 102-gallon Developing Tanks; in perfect condition. Skinner, Chemist, Stirling.

#### MISCELLANEOUS.

**A HIGH-GRADE PHARMACY** has just closed down and we have been fortunate in securing the entire stock of Shop Fittings, all mahogany and plate glass, ready to use; would sell separately. Please send us your requirements, we can fix you up. RUDDUCK & CO., 219 Old Street, London, E.C.1.

**A SUITE** of polished Mahogany Showroom Furniture for Sale, comprising Wall Cases with Bow, Flat and Projecting Glass Fronts, fitted with glass and velvet-covered wood shelves, interspaced with dome-shape doorway apertures, mirrors and settee, length 45 ft., height 8 1/2 ft., built regardless of cost, and suitable for a modern high-class pharmacy. 172/116, Office of this Paper.

**CHEMISTS' FITTINGS.**—Silent Salesman Cases, Drugfittings, Wallcases, Dispensing Screens, glass-front Counters, Perfume Cases, Window Enclosures, Glass Shelves, Mirrors, Counter Drawers. Before you decide send to GEORGE COOK, the well-known Chemists' Fitter, 27 Macclesfield Street, City Road, London, E.C.1. 40 years' experience.

**MODERN composite Wall Fitting**, containing 57 glass labelled and knobbed drawers flanked by two large cupboards and surmounted by three plate-glass fronted cases with drug shelves between, 14 ft. long, 9 ft. 6 in. high overall; new 7 ft. Dispensing Screen, mirror centre, flanked by full length glass cases; Gledhill Self-adding and Receipt-issuing Till, cost £54; the lot £60. 25 Ugate, Louth, Lincs.

**SHOPFITTINGS: NEW OR SECOND-HAND.**—In stock and ready for immediate despatch. Forward us the sizes of your pharmacy and we will quote by return of post. Write or call, PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, London, E.C.1. "Pharmacy Fitters for over a Century."

**TINCTURE RECOVERY.**—For Sale, Hydraulic Press (Tangyes), with special attachment for the recovery of Tincture or Extract after percolation; exerts pressure of 2 tons per square inch. 171/115, Office of this Paper.

**£82 10S.** for Set of Mahogany Fittings, comprising 10 ft. Drug Fitting (fitted 30 drawers with glass labels and knobs), 10 ft. glass-fronted Counter, 6 ft. Wall Case, 6 ft. Dispensing Screen, Perfumery Case and Desk. Illustrations on request. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

#### EXCHANGE COLUMN.

##### FOR DISPOSAL.

**RETINOSCOPY LAMP**, electric, 40s.; Muscle Test, prismatic, 15s.; Optical Books. "E," 17 Gratwicke Road, Worthing.

##### WANTED.

**SHOP ROUNDS.**—A few second-hand wanted. State size and price. Duck, Chemist, Cardiff.

**GOWER**, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including B.P., Pharmaceutical Formulas, B.P.C., P.J.F., Optical Books, Materia Medica Collections.



## LEASE of IMPORTANT CITY OFFICES for SALE

42 CANNON STREET, E.C.4

In consequence of the recent amalgamation of Messrs. Morgan Brothers (Publishers), Ltd., Proprietors of "THE IRONMONGER" and "THE CHEMIST AND DRUGGIST," with The Engineer, Ltd., Proprietors of "THE ENGINEER," the offices of the three journals have been moved to new and more commodious freehold premises, which have been acquired at 28-31 Essex St., Strand, W.C.2. The lease of the entire premises at 42 Cannon Street, of which the four well-lighted upper floors have been in the occupation of Morgan Brothers (Publishers), Ltd., the Ground Floor and Basement being sub-let to the Aerated Bread Co., Ltd., is in consequence for sale.

Alternatively, the four upper floors (which have also an entrance to Garlick Hill), having a total area of about 7,000 ft., would be let.

The premises are in good order and vacant possession can be had in June next. Rent £2,000 per annum, inclusive of rates.

For further particulars, apply to  
29 FLEET STREET

Messrs. FAREBROTHER, ELLIS & CO.  
LONDON, E.C.4

## Lease of Imposing Offices for Sale

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STRAND, W.C.2

For further particulars  
apply to  
WHATLEY, HILL  
& CO., 24 Ryder St.  
St. James's, S.W.1

In consequence of the recent amalgamation of THE ENGINEER, LTD., proprietors of "THE ENGINEER," with MORGAN BROTHERS (PUBLISHERS), LTD., proprietors of "THE IRONMONGER" and "THE CHEMIST AND DRUGGIST," the offices of the three journals have been transferred to new and more commodious freehold premises which have been acquired at 28-31 Essex Street, Strand, W.C.2.

The remainder of the lease, covering a further twenty-five years, of the present offices of "THE ENGINEER," at 33 Norfolk Street, Strand, W.C.2, is in consequence for sale. This particularly well-lighted, five-storey building has an area of 8,200 sq. ft., and occupies a site at the corner of Norfolk and Howard Street, adjacent to the Temple Station, whence Westminster and the City may be reached in a few minutes. The building is of modern construction and has a fine and distinctive elevation. It is in good order throughout, and vacant possession can be had in June next. Rent £1,600. Moderate price.



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